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International Commerce

November 25, 1963

Business Bulletins *from around the world*

AFGHANISTAN—Agreement signed for sale of natural gas to USSR from Afghanistan's Shibarghan fields; also for Soviet financial, technical assistance in developing fields and laying pipeline to Soviet border. Facilities for extracting 2 billion cubic meters annually to be developed, with USSR planning to import 1.5 billion cubic meters through pipeline. Production planned to begin in 1966. Domestic use presumably will include fertilizer plant and 24 MW power plant also planned for completion in 1966 with Soviet assistance.

ARGENTINA—Five percent surtax imposed on most imports by Decree-Law 11,452 which was to expire October 31, extended for one year.

BURMA—Under Industries Nationalization Law, Government nationalized cigarette industry taking over private cigarette companies, curing barns. Purchasing, grading, storage, resale to manufacturers of all domestic flue-cured tobacco previously taken over, making entire tobacco industry except for growing of tobacco government monopoly.

DENMARK—Largest producer of cable and wire, Nordisk Kabel-og Traadfabriker and Aluminum, Ltd., Canada, forms new company to expand capacity of Nordisk Kabel's aluminum production. Majority of shares held by Nordisk Kabel.

Spectacular improvement in balance of payments for the first half of 1963 indicates restoration of economic stability. Goods and services account almost in balance, with deficit of only $8.5 million, compared with $115.5 million deficit for first half of 1962, $239.9 million deficit for full year.

ETHIOPIA—Ethiopian Bottling Company which sold more than 8 million bottles of Coca Cola and "Fanta" (orange drink) in 1963 reportedly orders additional bottling machinery to expand production facilities.

INDIA—Fishing industry's total output for 1962 was 973,859 metric tons, a marginal increase over 1961. Technical and financial assistance from Government, U.S., other countries contributed to India's position of seventh among world's fishing countries. Exports of fish, fishery products in fiscal year April 1962-March 1963 valued at $8.57 million with U.S. buying about 50 percent of total.

Government of India and U.S.-Ceylon-Pakistan-Burma Outward Freight Conference have signed agreement providing for 30% reduction in Conference-stipulated freight rates for all Indian Government cargoes shipped from Atlantic and Gulf ports in the United States. Government cargoes include all goods shipped from United States to India which are consigned to Government of India, the state governments, and Government-sponsored corporations engaged in public sector projects. Agreement does not, however, include food grains shipped in bulk.

IRAQ—Two TVA specialists arrive in Iraq to consult with Ministry of Industry on fertilizer plant to be built at Basra. Originally a Soviet-sponsored project, plant recently removed from Soviet Economic Agreement.

Kuwait grants Iraq a £30 million ($85 million) loan according to agreement signed October 5 in Baghdad. Interest-free loan to be repaid over 25-yr. period, with repayment starting after 6 yrs.

ITALY—Bennett Pump Division of John Wood Co., Muskegon, Mich., joins Bergomi of Milan in Bennett Bergomi, S.p.A. New firm to manufacture electric gasoline pumps and mixing pumps for distribution in Common Market, Africa, Middle East. One plant scheduled for completion by early 1965 at Ossona.

NIGERIA—$9.25 million cement factory now under construction in Calabar, Eastern Nigeria. Plant, financed jointly by Eastern Region Government and West German investors to have initial output valued at $280,000 yearly.

SAUDI ARABIA—Government highly pleased with contract with U.S. engineering firm, Panero International. Construction costs of municipal buildings to be significantly lower than estimated.

SOUTH AFRICA—The Goodyear Rubber Company plans $4.2 million expansion program in its South African operation to permit local manufacture of larger-sized tractors, bulldozers, earthmoving equipment in anticipation of requirements for South Africa's massive Orange River Project. Initial stage of the expansion program calls for expenditure of $1.1 million in new machinery and $420,000 in buildings.

SWITZERLAND—Fourth International Woodworking Fair takes place in September 1964 at Basel. Last fair, held in 1962, had 180 exhibitors, 30,000 visitors.

SYRIA—Ministry of Planning initiates process of reviewing Five Year Plan for 1965-1970 by establishing preparatory committees.

TURKEY—Cornerstone-laying ceremony for Bayer agricultural chemical plant near Gebze held October 5. Firm reportedly has capital of TL2.5 million ($278,000) entirely financed by the German firm to formulate number of pesticides, including special product to combat tobacco mildew.

UNITED ARAB REPUBLIC—Egyptian Iron and Steel Co. at Helwan achieves record monthly production of 20,442 tons of pig iron and 19,864 tons of ingots in September. Company receives managerial and technical assistance from Koppers International under a 5-yr. contract.

A General Administrative Organization of the Alexandria Port has been formed to be responsible for the overall operation of port as a unit. Alexandria handles approx. 75% of UAR's imports and 91% of exports.

UNITED KINGDOM—Board of Trade announces following quotas on imports from Dollar Area for period October 1, 1963 to September 30, 1964: grapefruit juice, orange juice—$840,000; canned grapefruit—$1,260,000; fresh bananas—4,000 tons.

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the cover

The scene: Grand Ballroom of the Waldorf-Astoria as the 50th National Foreign Trade Convention gets underway. The artist: Gil Walker, who also sketched the scenes shown on pages 4 and 5. Now a free lancer, medal-winning Mr. Walker has been a U.S. Army artist and assistant art editor for The Reporter. His work has appeared in many books and magazines including Harper's, Nation's Business, and Changing Times.

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Must avoid complacency

National Foreign Trade Council holds 50th meeting as 2,100 gather in New York

By STANLEY LICHTENSTEIN
Staff Writer

NEW YORK—There was no time for anniversary waltzing at the 50th National Foreign Trade Convention. The more than 2,100 delegates, moving determinedly from meeting to meeting during the November 18-20 event, were enough to strike awe in the beholder.

Chief pace-setters for the far-from-graying-at-the-temples National Foreign Trade Council's golden anniversary celebration included Secretary of Commerce Luther H. Hodges, and IBM World Trade Corporation's Arthur K. Watson. Indifferent to age and convinced that a bigger half-century lies ahead of the NFTC, both these opening-day speakers advocated a "running-scared" approach to world trade expansion and warned against complacency (see accompanying stories in this issue). The speakers were appreciatively aware that U.S. exports had grown from $2 billion to over $21 billion a year in the NFTC's 5 decades of existence, but with creative impatience they set out to show that this accomplishment had only scratched the surface.

Secretary Hodges preceded his convention opening-session address with an appearance at a breakfast meeting of the New York Regional Export Expansion Council in a neighboring hotel. At this well-attended gathering he presented membership certificates to a dozen new REEC members. Joining him in a review of burgeoning REEC and Little White House Conference activities were L. Edward Scriven, executive director of the National Export Expansion Council, Arthur Rutzen, Commerce Department field office director, and Kenneth M. Spang, vice president of the First National City Bank.

'E' awards

Before departing in a cloud of dust for another engagement in Connecticut, Mr. Hodges presented "E" awards for excellence in developing exports to officials of 4 firms: Babcock and Wilcox Co., New York, "for an imaginative program of research, sales, credit and service development that has earned the company an enviable position overseas for its products"; Commercial Bank of North America, New York, for encouraging its U.S. customers to enter the export field and providing them with market information, sales estimates, names of reliable overseas distributors or agents, and other special services; Rocke World Trade Corp., New York, for significantly increasing the export sales of firms it represents in both new and established markets through extensive travel and vivid demonstrations of the manufacturers' sophisticated electronic equipment; and Brillo Manufacturing Co., Brooklyn, for having become "a model" in uncovering new markets for both established and new products, selling superior-quality goods only, using local language on package labels, offering sales-stimulating special premiums, keeping in touch with distributors, providing advertising support, and sending executives abroad to maintain good market relations.

Canada luncheon

A timely address by the Honorable Mitchell Sharp, Canada's Minister of Trade and Commerce, was warmly received at the Canada Luncheon. Delivered as newspapers were reporting lower-house passage at Ottawa of an income-tax law amendment "designed to increase Canadian ownership of subsidiaries of

foreign corporations," the talk dealt candidly with current trends in U.S.-Canadian economic relations.

First-day afternoon sessions featured talks by Dr. Gabriel Hauge, president of the Manufacturers Hanover Trust Co., New York, R. Walter Thomas, compensation counsel for the Standard Oil Co. of New Jersey, and W. Randolph Burgess, vice chairman of the Atlantic Treaty Association, Washington, D.C.

Financial mechanisms

Dr. Hauge's address, "What About Our International Financial Mechanism?", traced what he called "the right road" in international finance, based on his proposals for correcting the balance of payments deficit, stemming the flow of funds abroad through a modified Voluntary Credit Restraint Program like that operated by the Federal Reserve System during the Korean War, using flexible interest rates both for discouraging outflow and attracting foreign capital, and pruning overseas military expenditures while making more extended use of foreign-aid allocations "tied" to home procurement, agreements to purchase American defense equipment, and the like.

Mr. Hauge also advocated "making clear to the world that the United States is willing and able to use all its resources to defend its currency," removing the 4¼% rate ceiling on U.S. Treasury bonds, intensifying efforts to achieve price stability and become more competitive in relation to Japanese and European producers, strengthening the International Monetary Fund through more flexible policies on country quotas, and other measures.

Soft life?

Mr. Thomas, at the industrial relations session, used slides to illustrate—humorously—the complexities of determining fair compensation for overseas employees of U.S. firms. Striking a balance between a (hypothetical) "home office" conception of luxury-living on overseas pay and a transplanted worker's (also hypothetical) harrowing description of hardship and starvation conditions, the speaker described the procedure by which his company hammered out its improved system for "paying its foreign-service employees a realistic 'net differential.' "

Starting young

Systematic education—"starting with our younger people in secondary schools" —was advocated by Mr. Burgess to enable American business to meet expanding responsibilities and risks abroad.

Mr. Burgess suggested that progress will be accelerated if every U.S. company doing overseas business sets up "at policy-making level some officer or department charged with the responsibility of following developments in the field of education, and seeing to it that his company is doing its share in making this educational effort successful."

Belgian view

Parallelling the Canadian trade minister's talk the day before, Belgium's Ambassador to the United States, Louis Scheyven, presented a frank analysis of "The Future Aspects of Trade Between the U.S.A. and EEC." Noting that U.S. businessmen are increasingly "concerned about the competitiveness of their European colleagues, and about the opportunities which will be left open to them to trade not only in Europe but possibly also in third markets," the Ambassador dwelt on the importance of the forthcoming "Kennedy Round" of negotiations under the General Agreement on Tariffs and Trade (GATT). The European Community, he said, "is prepared to carry its full share in this world attempt at reducing unnecessary barriers to trade. Provided our partners at Geneva next year are similarly inclined, we should succeed, on a give-and-take basis, in drastically reducing tariffs and non-tariff obstacles to trade. The exchange of goods across the Atlantic will then undoubtedly increase. We all know that such a development must be beneficial to this large alliance of which we are indissoluble parts."

Forty countries

These and other sessions of the 50th National Foreign Trade Convention were attended not only by the more than 2,100 delegates, but also by representatives of 40 other nations, the European Economic Community, and the European Free Trade Association. Among those on hand were officials of Algeria, Argentina, Australia, Austria, Belgium, Canada, Taiwan, Cyprus, Denmark, Ecuador, Finland, France, West Germany, Ghana, Great Britain, Greece, Guatemala, India, Iran, Ireland, Israel, Italy, Jamaica, Japan, Korea, The Netherlands, New Zealand, Nigeria, Norway, Peru, the Philippines, Portugal, Spain, Sweden, Switzerland, Thailand, Tunisia, the Union of South Africa, the United Arab Republic, and Venezuela.

Further convention highlights, and the policy declaration adopted on the closing day, will appear in next week's INTERNATIONAL COMMERCE.

THE 50 TH NATIONAL FOREIGN TRADE COUNCIL MEETING,
AS THE INTERNATIONAL COMMERCE ARTIST SAW IT.

THE DECLARATION COMMITTEE MEETIN
LASTED LATE INTO THE NIGHT.

MEETINGS

THE WALDORF-ASTORIA HOSTED OVER 2000 BUSINESS EXECUTIVES, PLUS REPORTERS AND PHOTOGRAPHERS, WITHOUT DISTURBING THEIR USUAL CALM.

Watson lists 8 steps to "

By FREDERIC S. OTIS
Managing Editor

NEW YORK CITY—"Our sales are up; our profits are up—these are salad days for us," Arthur K. Watson, Chairman of the Board of the IBM World Trade Corporation and Chairman of the National Convention Committee told the delegates in the keynote speech at the Monday morning session of the 50th National Foreign Trade Convention.

He warned the group, however, "that the fair winds which helped propel us to this prosperity may be waning. The winds of internationalism, of liberalization, of cooperation, has paused in recent months. We are in a lull. There is every danger that they will turn foul."

There was no single event that led him to this conclusion, but a dozen or more things, none of them overwhelmingly significant, added up to an ominous pattern. Some of the signs he saw were:

1. The stalemate over Britain's entry into the Common Market. Instead of a temporary postponement the lines seem to be hardening, he told the group, and he saw signs that the British themselves were no longer very interested in joining the Market.

2. The Atlantic Community or Partnership is now almost dead, in his opinion. He told his audience that he heard little talk anymore of a supra-national partnership among the industrialized nations.

3. Diplomatic difficulties have arisen that are embarrassing the GATT negotiations and have become a cause celebre on both sides of the Atlantic. The Common Market tariffs against American poultry and threatened U.S. retaliation against a long line of European goods were cited as examples of this problem.

4. Less sympathy on the part of Congress for the Alliance for Progress and the whole question of foreign aid. The 4 Latin America military coups in the last year typify the great patience that will be needed to carry out the difficult and frustrating job over the many years it will need to succeed, he said.

Sees nationalistic problem

These 4 examples, or, as he called them, "bad omens," are worrisome not only for themselves, but because they escalate in today's world. He saw them as symptoms of a bigger disease: virulent nationalism.

He warned his audience that a rapprochement with the Soviets might serve to intensify violent nationalistic feelings. "The military threat of a mutual enemy has helped to unify the free world. If that threat subsides, agreements could become even harder to make.

"Disunity has already cracked the Communist monolith. We needn't be sanguine. It can crack the Western camp, too," he said.

To prevent such a crackup, Mr. Watson suggested that the biggest responsibility of the U.S. businessman was to accelerate the internationalization of American-owned international business. Besides going on record in favor of closer ties with other free nations, U.S. businessmen must seek out other international business organizations and find ways to coordinate the U.S. programs with theirs.

He urged to NFTC to stand up to the balance of payments problem. "As an association," he said, "we are obliged either to support the Administration's interest equalization tax as a short term solution—or, come up with a realistic alternative of our own."

Mr. Watson suggested 8 ways to overcome what he called "the defeating winds of nationalism."

"internationalization"

He called for an internationalizing of American design. Products must be created on the drawing boards which will create world acceptance of the product. "The day is past when the domestic market so far overshadows the foreign market that we can create products without regard to overseas buyers," he told the assembled business executives.

The sixth step he suggested was to internationalize ideas. Some businessmen think we have a monopoly in the fields of science and technology, but there is a deep tradition of exchange on the academic level which, he said, unfortunately was not so deep on the industrial level.

The training of U.S. employees to enable them to move into other cultures with an understanding and appreciation of them must be given attention, he said. We must not only spend money and effort to teach languages, but we must broaden the understanding of the nations where these languages are spoken.

"Finally," he said, "international corporations must think—even more than they do now—as citizens of every country where they do business. Their actions, within a country, must be in the interests of that country."

All this will work, he said, if we will practice "independence through interdependence." He urged the businessmen to begin this crusade and to invite their compatriots abroad to join with them in the drive. "We must move at great speed towards the only possible goal—internationalism," he warned.

Free flow of capital

A free flow of capital is, he said, fundamental to the process. "A good first step may well be to repatriate any idle dollars our own corporations have abroad. We may even want to borrow more abroad to ease the strain on the dollar."

The manning of international corporations must be such that all employees, regardless of their nationality, can look forward to careers that will take them "as far and as fast as their talents permit." This policy of simple justice and good sense is the only way to develop international cooperation, he said.

The third step he suggested was to internationalize ownership. He called the fractionation of U.S. corporations and the piecemeal selling of them a backward step. "The forward step," he said, "is to internationalize ownership of the parent corporations, to trade their stocks on every major capital market in the free world." Companies that do business throughout the world should be owned throughout the world.

BIGGEST SELLING JOB

Secretary Hodges reports on progress on recommendations made at White House Conference

Interim report tells business community of action being taken by government agencies to implement suggestions made; lauds private industry's cooperation

NEW YORK CITY—A progress report on the United States' biggest selling job —not only the selling of U.S. products overseas,—but the selling of the idea of exporting, was given to the National Foreign Trade Conference Monday by Secretary of Commerce Luther H. Hodges.

It was far from the first time that a Secretary of Commerce had addressed the group. The practice was started 50 years ago at the first convention when Secretary Redfield told the group that they would do better in foreign markets if they would apply their skills to designing and selling aboard. Nor was it the first time that Secretary Hodges had appeared. He was a principal speaker at the 1962 meeting, when he discussed ways and means of making the new Trade Act work.

It is doubtful, however, if in the entire 50 year history of the National Foreign Trade Council, there has been a report delivered spelling out such close collaboration between business and government in the promotion of overseas trade. The Secretary gave a report built around the recent (17-18 September) White House Conference called by President Kennedy when some 250 leading U.S. businessmen told government officials quite frankly what was wanted to promote export expansion.

The Secretary reported on the progress that has taken place in the 60 days that have elapsed since that meeting. It was an interim report, for a 90-day action report was previously promised by the Secretary, and he told the group it would be forthcoming.

Taxes and tax credits

Business asked at the conference that tax rulings be amended to encourage exports and earnings on foreign investment. This subject is being discussed with top level officials at the Treasury Department at this time, he told the group. In this same category, a reduction of income taxes and a liberalization of the 1962 investment tax credit has been suggested. Commerce is urging speedy passage of President Kennedy's tax bill, which includes a provision to allow full depreciation, rather than 93%, on equipment covered by the investment tax credit.

"Under the Revenue Act of 1962, the anti-tax-haven provision puts on an accrual basis the tax on the foreign source income of subsidiaries of U.S. businesses. If, however, a business can qualify as an export trade corporation, that is, if 75 per cent or more of its income abroad derives from the sale of U.S. goods, and certain other requirements are met, it is not taxed on an accrual basis, but is allowed to defer its income in the same fashion as before the 1962 act.

"It was recommended that the concept of export trade corporations be liberalized and that they also be taxed at a lower rate. This would require legislation. We are working with Treasury on this and hope to inspire a Senate amendment to the tax bill to this end. I am also taking up personally with Treasury Secretary Dillon the feasibility of other tax measures," Mr. Hodges said.

Mr. Hodges also told of exploring the possibility of action through the Organization for Economic Cooperation and Development and GATT in efforts to achieve a tax equity with other nations. Agreement has already been reached, he said, between the U.S. and 15 other countries, banning the use of export subsidies on non-primary products. By next March, the secretary told the group, the whole of the industrialized western world and several lesser developed countries will be bound by the GATT anti-export-subsidy provisions.

Webb-Pomerene Act

Commerce, in coordination with the Justice Department and the Federal Trade Commission, is studying methods by which anti-trust laws might be clarified and made more flexible. Special attention is being given to steps which might benefit the export trade of the U.S. In this same area, Commerce has moved for the establishment of an inter-agency policy committee to deal with the problems of anti-trust in foreign trade.

The Secretary told the group that:

"Webb-Pomerene, as you know, authorizes the formation of U.S. export combinations to compete with foreign cartels. The law has been on the books since 1918, but in recent years has attracted little attention. Since 1956, Webb-Pomerene associations have never accounted for more than 5.7 per cent of American exports.

Lack of information

"The reasons for this seeming lack of interest by business are probably lack of information as to the facilities offered by Webb-Pomerene and perhaps some misconceptions as to the breadth of the anti-trust exemption provided by the Act.

"As to the lack of information, we are already taking steps to publicize export trade cooperation and the advantages it offers to firms, especially the smaller ones, in position to benefit from its use. This is a job we are tackling methodically, industry by industry. Some beneficial results have already been noted, as attested by the increased number of inquiries and expressions of interest being received by Commerce and the FTC."

Soviet bloc trade

The Secretary termed "significant" a recommendation of the conference calling for a review of the present U.S. policies on trade in non-strategic goods with the Soviet bloc countries. He said that the recent Canadian sale of wheat and the "on-again, off-again" negotiations of Russia and the satellites with U.S. grain dealers have pointed up East-West relations. He called for a candid look at international trade, both in the East and the West.

"Of these sales in 1962 to the European Soviet bloc, about half ($2.2 billion) —were shipments from Japan and our NATO allies," he said. "West Germany's sales totaled $719 million, Britain's $369 million, France's $267 million, Italy's $240 million, and Japan's $166 million.

"Compare this with U.S. sales of $125 million out of a gross national product greater than the combined products of all these countries.

"Most of these sales by other countries to the Soviet bloc in Europe have not been wheat and other agricultural commodities. West Germany's sales have included $55 million in chemicals, $192 million in machinery and transport equipment, and $214 million in manufactured goods. Japan's sales have been largely machinery and transport equipment—$83 million—and manufactured goods—$57 million.

"With so many sources of supply for modern industrial equipment and manufactured goods, one country such as the United States cannot prevent the Soviet Union from obtaining many of the things it needs to develop its economy. The situation which existed when we imposed our broad restrictions on trade with the Soviet bloc has changed. The political climate of the world has changed. The ability of the Soviets to pay for imports from the West has changed.

"We do not, of course, intend to change our restrictions on strategic items. We should not alter our ban on the shipments of strategic goods to countries that can threaten our security, or on trade generally with such aggressively hostile countries as Red China and Cuba.

"But these things do suggest that, in our general consideration of our export opportunities around the world, we should not reject out of hand the suggestion that we re-examine our policies of East-West trade."

Other developments

The Secretary's report covered in some detail the effort being made by his de-

partment to remove any discrimination in freight rates on U.S. export shipments, expand the market survey program, determine potential markets for capital equipment, review the export classification system, assist in improving FCIA procedures to expedite the flow of applications, and discussions with the Eximbank and with the Federal Reserve Bank of possible liberalization actions.

He told of the action of each of the Department's Field offices to expedite "Target 10,000," a goal set by the White House Conference of 10,000 new U.S. exporters in 1964. He credited the members of the National and Regional Export Expansion Committees with exerting a tremendous effort to reach new potential exporters with the information compiled at the White House Conference, and he said that 102 regional meetings or "Little White House Conferences" had resulted in contacts with 4,500 businessmen with 52 additional regional meetings scheduled to be held in the near future.

Secretary Hodges told the group that he was disappointed in the participation by U.S. business in the Commerce Department's Trade Fair program. He said that he attended several of the fairs this past summer and had seen first hand the excellent opportunity the fairs were presenting for businessmen to show and sell their goods in the overseas markets at a very low cost, "really too low a cost," he told the convention, "for the advantages it offers."

"It is private industry, working through such fine organizations as the National Foreign Trade Council, that will determine the success of our country in the markets of the world. I hope your success in the next fifty years will be as fruitful as the last half century has been.

"I am confident that business and government, if it can continue to show the imagination and enterprise it is showing today, can lead the way to much greater foreign trade," he said.

S. Africa's imports reach record level; controls eased

South African imports are expected to set an all-time record of over $1.68 billion during 1963, according to the nation's Minister of Economic Affairs. He said the Republic's healthy balances of foreign currency made it possible to continue the progressive relaxation of import controls. South Africa's expanded program of industrial development is expected to boost capital equipment imports during 1964.

Thailand offers potential market for women's apparel, beauty aids

Bangkok Trade Center to present fashion bazaar in spring; Thai women more aware of advances in U.S. clothing styles

Any man in Thailand, so the story goes, has a hard time if he wants to leaf through a Sears, Roebuck or Montgomery Ward catalogue. He usually can't find one.

The reason for this is that the women get to them first—to look at the ads for ladies' apparel and beauty aids.

The story points up the fact that Thailand, whose own Queen Sirikit is one of the world's 10 best-dressed women, offers a potential ready-to-wear market of 2 million women. The U.S. Trade Center in Bangkok, therefore, will hold a Women's Fashion Bazaar April 8-May 1, 1964.

The Bazaar will be the first consumer goods show to be sponsored by the Bureau of International Commerce in the Bangkok Center. Thai leaders in the clothing field, U.S. business firms in that country, and a U.S. Embassy market survey all agree on one thing:

Now is the time to get in on the development of a ready-to-wear market.

Some of the reasons why the market development seems so ripe, they point out, include a growing middle class, increasing style discrimination among Thai women, awareness of U.S. style advances and the quality of the American product. Thailand also has over 2,000 beauty parlors now operating.

The heaviest demand is expected to be found in the large municipalities among the salesgirls, the wives of businessmen and medium- and upper-grade civil servants and the wealthy.

U.S. firms that are skillful in bringing down the cost of dressing up to make every woman something of a queen will be able to present the total U.S. fashion image at the Center show. Three target roads to feminine loveliness will be emphasized: apparel, cosmetics and beauty aids, and salon equipment.

More than 30 U.S. firms will take part in the event. In the ladies apparel category, the following items have been recommended for exhibit purposes:

Dresses—including full skirted, sheath, shirtwaist and two-piece.

Skirts—including full, sheath and permanently pleated.

Blouses—ranging from sports-type blouse to dressy type.

Sportswear—including items as shorts, bermudas, pedal-pushers, jamaicans, slacks, skirts, blouses (cotton knit, woven), dresses (sun back, culottes), and sports ensemble sets.

Swim and beachwear—swimsuits, swimcaps, beach towels, beach robes, bust pads, sports girdles, beach bags, and related items.

Lingerie and related apparel—including gowns and pajamas, panties, half slips, full slips, girdles and brassieres.

The second category, cosmetics, includes the complete range of makeup and facial care lines, as popularly used by American women.

The beauty aids category includes salon equipment as chairs, dryers, sinks and light weight or portable cabinets; a line of accessories as scissors, combs and hair curlers; and soft goods—wave solution, hair set, net spray, shampoo, hair rinse and oil conditioner.

Manufacturers interested in the Bangkok Center show may write to the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington, D.C. 20230. Additional information is also available from the nearest Department of Commerce Field Office.

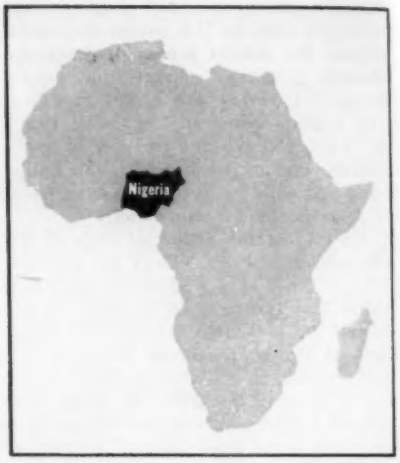
Spain buys IGE generator with Eximbank credit

The Export-Import Bank has authorized a $12.8 million credit in favor of Iberduero, S.A., of Bilbao, Spain, for the purchase of U.S. electrical generating equipment.

Iberduero will acquire a 175,000 kw. thermal generating unit for its Pasajes power plant near San Sebastian in northeastern Spain. The unit consists of a 50 cycle hydrogen-cooled turbine generator supplied by the International General Electric Company, and a boiler and accessories to be supplied by the Babcock and Wilcox Company of New York. Total U.S. cost of the unit is $15.9 million, with a portion to be financed by international General Electric in conjunction with the Eximbank loan.

U.S. has good sales chances in growing Nigerian apparel market; Japan, Hong Kong compete strongly

American products generally enjoy good reputation for quality; widening segment of population adopting Western dress



BY PAUL J. BENNETT
Economic Officer, American Embassy, Lagos

Although Nigerian imports of clothing declined slightly during 1962 in line with a fall in the country's overall level of trade, the market for wearing apparel in Nigeria has shown a definite growth pattern in recent years.

Current indicators point to continued expansion in this market, and there appear to be good possibilities for increased sales of American-made clothing, according to the U.S. Embassy in Lagos.

The volume of new clothing imported from the U.S. at present is not large, and for most items price competition from inexpensive goods originating in Japan and Hong Kong is severe. Several large trading firms, however, have expressed interest in handling new lines of U.S. clothing.

New import rules

New regulations requiring import licenses for all clothing and textile materials imported from Japan and Hong Kong have been imposed recently by the Nigerian Government in an effort to reduce a heavily unfavorable balance of trade with these 2 areas. These licensing requirements may improve sales opportunities for U.S. and other foreign suppliers, but the actual impact of the new regulations will be difficult to evaluate until the level at which Nigerian authorities intend to control low-cost imports is known.

American products as a whole enjoy a good reputation for quality in Nigeria. and presence of U.S. brand names in the market is much wider than indicated by import statistics. Some of the best selling imported brands of quality wearing ap-

INTERNATIONAL SHOWROOM: U.S. suits get prominent display in the "Gentswear" section of the Union Trading Co., one of Lagos' larger department stores.

parel are American brands supplied from subsidiary or licensee plants in the United Kingdom or Europe.

A few American companies have begun to penetrate the Nigerian market, but further sales efforts are needed, especially for such items as inexpensive women's and children's clothing, sport shirts, and rainwear.

Distribution varies

The Nigerian market for ready-made clothing is divided sharply into an urban market for high-quality garments and a mass market where price is a dominant consideration.

Purchasers in the quality market are primarily expatriate and high- or middle-income Nigerian families, most of whom reside in the country's principal cities. Most imports for this market are made by major trading companies and retailed directly through their own branches in these cities.

The mass market for new clothing is partially supplied by the major trading companies through their wholesale outlets and sub-agents, who distribute imported goods to small and medium-sized traders throughout the country. Distribution through similar channels is also made by smaller importing houses (mostly Indian and Lebanese-owned) and, increasingly, by small Nigerian importers who also act as wholesalers and retailers within their geographical area.

Many Nigerian importers start by handling piece goods (for which there is a market 5 or 6 times that for ready-made clothing) and later expand into other fields. They represent a group of useful potential customers for American exporters of specialized lines able to compete in price with Japanese, Hong Kong, and British lines.

Increasing demand

African costumes, usually made from imported piece goods, are still more commonly seen than Western-style clothes in Nigeria, especially among women.

In the cities, probably a majority of men wear shirts and trousers or shorts to work, but for social events and leisure activities Western clothes are rarely worn except by a minority of upper-income, mostly foreign-educated Nigerians. The flowing colorful *agbadas* of Southern Nigeria or the white robes of the North are still preferred by most people.

However, the situation differs somewhat in the Eastern Region of Nigeria where no particular traditional costume was prevalent, and European-style clothing has been more widely adopted than in other parts of the country.

DIVERSITY: Nigerians display a mixture of local and Western clothing styles in this Lagos street scene.

The clothing market, nevertheless, holds considerable promise for future growth. A gradually widening segment of the population is wearing Western-type apparel, a trend which is unlikely to be reversed.

A particular significant indication is that virtually all school children—in urban areas, at least—are dressed in shirts and shorts or dresses. This suggests a continued growth in demand for children's and teen-age clothing in the immediate future, and for garments of all sizes in the longer-run future.

Steadily growing sales opportunities appear to exist for sport shirts and other casual wear. Bold designs and relatively bright colors are strongly preferred in sport shirts, and the same is true for women's dresses and skirts.

Fastest growing

Store managers report that one of the fastest growing markets for new clothing is in children's wear. Many retailers express a strong interest in American lines of children's clothing, and invite inquiries from manufacturers. Infants' and girls' dresses priced to retail in the $3-$8 bracket would be competitive, as would boys' clothing in the comparable price range.

The market for men's summer-weight wash-and-wear suits is also promising. Business suits presently carried by leading stores in Nigeria are noteworthy neither for crafting nor styling, by American standards, and yet retail for $55-$60.

A few shipments of light-weight synthetic fiber suits have been handled by some retail outlets recently, and have sold very well. Managers of these stores state they would welcome contacts from American manufacturers of attractively styled, competitively priced men's clothing.

Other types of American garments for which sales could probably be expanded include women's hosiery and undergarments, rainwear, knitwear, women's dresses, blouses and skirts, and novelty-type caps and headgear.

Marketing factors

The market in Nigeria for consumer goods of all types is extremely competitive, and clothing is no exception to the rule. The exporter wishing to develop continuing sales of any magnitude must give close attention to distribution and sales promotion.

Some factors which should be considered are:

★ Advantages of the major trading companies as business contacts include the potential size of their orders; the availability, in some cases, of buying agents in the U.S.; their unquestioned financial reliability; and their experience in foreign trade.

★ Advantages of smaller importers, especially Nigerian firms, include the close touch which they maintain with consumer tastes; their ability to merchandise a line in small quantities until it gains acceptance in the market; their ability to promote individual lines intensively; and the advantages of doing business with nationals of Nigeria rather than resident foreigners.

★ The mass market, while choosing largely on a basis of price, does not lack quality-consciousness. Nigerians in the lower-income brackets spend the greater part of their disposable cash incomes on textiles and clothing, and are familiar in detail with comparative qualities and costs. Obviously shoddy goods will simply not sell.

★ Consumer tastes are variable, but must be catered to. Local dealers are generally well qualified to advise on consumer preference for color and pattern.

★ It is very important, especially when dealing with small importers to quote prices in sterling c.i.f. Lagos or Port Harcourt.

★ When dealing with a new customer, it is essential to investigate his creditworthiness and business standing. This, of course, is a dictate of sound business practice in international trade, and can be done through normal commercial banking channels or through the World Trade Directory Service of the Department of Commerce. Shipments should not ordinarily be made on sight draft until a relationship of confidence has been established with the importer.

New outlet

West Africa's newest department store, constructed at a cost of $2.4 million, was officially opened October 25 at Port Harcourt by Eastern Nigeria Premier, Dr. M. I. Okpara.

Kingsway Stores of Port Harcourt will house 54 separate departments offering the widest range of clothing, hardware, drugs, cosmetics, photographic equipment and supplies, electrical appliances and furniture.

Lists available

Lists of some Nigerian clothing importers and manufacturers of wearing apparel may be obtained on request from the Bureau of International Commerce, Office of International Regional Economics, Washington, D.C., 20230.

A Trade List of principal importers and manufacturers' agents in Nigeria giving general information about the scope and operations of each firm is available for $1 from the Commercial Intelligence Division of the Bureau of International Commerce or from any Department of Commerce Field Office.

Nigerian Imports of Clothing, 1962

(thousands of dollars)

Item	Total	From U.S.	Main Suppliers
Shirts, other than knitted	$ 2,621.8	$ 39.8	Hong Kong, Japan
Outerwear, other than leather or knitted	2,012.1	106.7	U.K., Hong Kong
Handkerchiefs and headties	1,206.0	0.3	Japan
Shirts and outerwear, knit or of knitted fabrics	1,065.8	17.5	Hong Kong, U.K.
Hats and caps	969.1	11.7	Czechoslovakia France
Stockings and hose	524.5	6.7	Japan, U.K.
Waterproof clothing, including plastic	516.9	7.2	U.K., Hong Kong
Underwear and nightwear, Knit	441.6	12.1	U.K., Japan
or of knitted fabrics	2,805.8	72.0	Japan
Other clothing, new	3,229.0	2,800.7	U.S.
Secondhand clothing			
Total	$15,392.6	$3,074.7	

Source: Official Nigerian Statistics.

First World Bank loans to Portugal aid power plants

Hydroelectric, thermal projects open to international bidders

The World Bank has made 2 loans aggregating the equivalent of $12.5 million for the development of electric power in Portugal. These were the first Bank loans in Portugal.

One loan, of $7.5 million, will assist in financing a 210,000-kilowatt hydroelectric power plant on the Douro River in northeast Portugal. The other, of $5 million, will help to finance the addition of a 50,000-kilowatt unit in a thermal power plant near Oporto.

The $5 million loan was made to Empresa Termoelectrica Portuguesa (ETP) which was formed in 1954 to provide thermal facilities to firm up the hydroelectric system in dry years. ETP built a thermal plant at Tapada do Outeiro near Oporto with an initial capacity of 50,000 kilowatts. A second unit is now being installed and the Bank loan will help to finance the third 50,000-kilowatt unit to complete the plant. Part of the loan will finance preliminary engineering studies for another thermal plant, to be built by ETP in the Lisbon area.

The total cost of the third unit at Tapada do Outeiro is estimated at the equivalent of $9 million. All important contracts will be awarded following international competitive bidding.

The $7.5 million loan was made to Hidro-Electrica do Douro (HED), which was formed in 1953 to develop the hydroelectric resources of the Douro River and some of its tributaries. It is now building a 210,000-kilowatt plant at Bemposta which is the last of the hydroelectric developments on Portugal's stretch of the International Douro.

The total cost of the plant is estimated at the equivalent of $35 million. Most of the equipment was procured in Portugal, but all major contracts were awarded after international competitive bidding.

GM's PORTUGAL PLANT

A new General Motors assembly plant has been dedicated at Azambuja, in the suburbs of Lisbon, Portugal. The $2,170,000 assembly plant has an annual capacity of 4,000 passenger cars and 1,000 trucks.

Payment balance brightens markedly in 3rd quarter

President's proposed tax on foreign securities has strong impact; reversal of short-term credit outflow also helps substantially

The U.S. balance of international transactions improved sharply during the third quarter.

Data on the balance of payments compiled by the Commerce Department's Office of Business Economics show that during the quarter the decline in U.S. monetary reserves and the rise in liquid claims on the U.S. held by foreigners, together with their holdings of nonmarketable, medium-term Government securities which are convertible into cash at short notice, totaled about $585 million.

Classifying these securities as long-term obligations rather than liquid liabilities would further reduce the adverse balance to about $410 million.

Seasonal factors account for net payments of more than $300 million during the quarter, so that after seasonal adjustment these balances amount to about $250 million and $75 million, respectively. During the previous quarter the corresponding balances after seasonal adjustment were $1,260 million and $1,110 million.

To some extent the improvement was due to receipts from special Government transactions. Receipts from advance repayments by France and the Netherlands were $230 million, but these transactions were partly offset by a special U.S. Government obligation incurred earlier this year, and a conversion of non-convertible to convertible securities, totaling $95 million.

"Regular" balance

The balance on the other, or "regular," types of transactions for the quarter was adverse by about $720 million, (slightly under $400 million after seasonal adjustments). This compares with an adverse balance of $1,280 million in the second quarter, and $960 million in the first.

This third quarter adverse balance was less than half of the average quarterly balance of nearly $900 million in 1962 and the lowest quarterly figure since the end of 1957.

From the fragmentary and preliminary information available, it appears that a very large part of the improvement in the balance on "regular" types of transactions was due to smaller capital outflows.

Purchases of newly issued foreign securities fell from about $520 million in the second quarter to about $175 million in the third. New security issues usually fall off from the second to the third quarter, but even after allowing for the seasonal change, the decline was approximately $270 million. Most of the third quarter purchases were made in July and August and consisted of issues negotiated prior to the President's announcement in the middle of July of the Government's intention to reduce capital outflows by an interest equalization tax. In September such purchases were very small and continued small in October.

Zero net purchases

Net purchases of outstanding foreign securities, which were about $50 million in each of the first and second quarters of this year, fell to nearly zero, with net sales in September offsetting net purchases in the earlier month. The immediate impact of the tax proposal, therefore, was considerably stronger than the figures for the third quarter as a whole indicate.

Another element contributing to the improvement in the balance of payments was the decline in short-term bank credits from a net outflow of close to $400 million in the second quarter to a net inflow of nearly $100 million in the third. (The seasonally adjusted figures indicate an equally large change.) About $200 million of the $500 million change was due to a reversal of a few very short-term lending operations over the end of the second quarter. Longer-term bank loans also declined, but by a much smaller amount. No data are available on movements of corporate funds.

All private capital transactions for which data are available, after seasonal adjustment, account for an improvement from the second quarter balance of payments by about $750 million. The improvement in the balance on all "regular" types of transactions was about $900 million.

Nonmilitary merchandise trade, seasonally adjusted, during the third quarter resulted in a surplus balance of about $1.1 billion, down from $1.4 billion in the second, as exports rose somewhat less than imports. Second quarter exports, however, had been enlarged somewhat by shipments postponed by the January shipping strike.

For the first 3 quarters of the year the merchandise trade balance was about the same as in 1962. The rise in exports kept pace with the $500 million increase in imports, which is closely associated with the expansion in domestic business activity.

The balance on other transactions, for which detailed data are not available, improved considerably from the second to the third quarter, after allowing for the usual seasonal changes, and more than compensated for the less favorable trade balance.

Although the overall balance in the third quarter improved considerably, the decline in monetary reserves was somewhat larger than in the second. This can be attributed to an increase in gold sales to one foreign country. A similar rise in gold sales also occurred in the third quarter of 1962. The decline in all reserve assets during the first 3 quarters of this year was about $382 million. In the same period of 1962 it was $1,144 million.

U.S.-Japan group's third-round talks going on in Tokyo

Economic ties of two countries reviewed by joint committee

Tokyo is host city for the third meeting of the Joint United States-Japan Committee on Trade and Economic Affairs, being held November 25-27 in the Japanese capital.

High on the agenda for the Cabinet-level talks are:

- The economic situation in Japan and the United States.
- Financial, monetary, and balance of payments situation.
- Developments in trade and economic relations between the United States and Japan.
- Developments in international trade and economic relations.
- Cooperation in the economic development of the less developed countries.

The meeting comes at a time when

total two-way trade between the United States and Japan is running at record levels, with Japan continuing to hold its position as the second most important U.S. market as well as our second largest supplier. Total U.S. sales to Japan for the first 8 months of this year came to $1,069 million, as against imports from Japan valued at approximately $980 million.

Spokesmen

Representing the United States are Secretary of State Dean Rusk, Secretary of the Treasury C. Douglas Dillon, Secretary of the Interior Stewart L. Udall, Secretary of Agriculture Orville L. Freeman, Secretary of Commerce Luther H. Hodges, Secretary of Labor W. Willard Wirtz, Chairman of the President's Council of Economic Advisers Walter W. Heller.

Japan's spokesmen at the meeting are Minister of Foreign Affairs Masayoshi Ohira, Minister of Finance Kakuei Tanaka, Minister of Agriculture and Forestry Munenori Akagi, Minister of International Trade and Industry Hajije Fukuda, Minister of Labor Takeo Ohashi, Minister of Transportation Kentaro Ayabe, Director of the Economic Planning Agency Kiichi Miyazawa, Chief Cabinet Secretary Yasumi Kurogane.

Both the Japanese Ambassador to the United States Ryuji Takeuchi, and the U.S. Ambassador to Japan, Edwin O. Reischauer, will attend the meeting.

Other U.S. participants in the discussions include: Assistant Secretary for Economic Affairs, State Department, G. Griffith Johnson; Assistant Secretary, Treasury Department, John C. Bullitt; Assistant to the Secretary, Interior Department, Alvin M. Josephy, Jr.; Administrator for Foreign Agricultural Service, Agriculture Department, Raymond A. Ioanes; Director of the Far Eastern Division, Commerce Department, Saul Baran; Council of Economic Advisors, Robert Solomon; White House Press Secretary Pierre Salinger; Deputy Special Counsel Myer Feldman; Assistant Secretary for Public Affairs, State Department, Robert J. Manning; and Special Assistant to the Secretary of State, Edward S. Little. Coordinator for the American group is Deputy Assistant Secretary of State for Far Eastern Economic Affairs, Robert M. Barnett; the deputy coordinator is Special Assistant to the Director for East Asian Affairs, Thelma E. Vettel.

Senior Japanese advisors at the discussions are: Deputy Vice Minister of Foreign Affairs Takio Oda, Vice Minister of Finance Shinichi Ishino, Vice Minister of International Trade and Industry Zenei Imai, Director of the Economic Affairs Bureau of the Ministry of Agriculture and Forestry Makoto Matsuoka, Vice Minister of Labor Hideo Hori, Vice Minister of Transportation Satoru Okamoto, and Vice Director of Economic Planning Agency Keiichi Matsumura.

Established in 1961

The Joint United States-Japan Committee on Trade and Economic Affairs emerged from an exchange of notes signed June 22, 1961, following Washington talks between President Kennedy and Prime Minister Ikeda. The first two meetings of the Committee were held in November 1961 (Hakone, Japan) and December 1962 (Washington). See INTERNATIONAL COMMERCE, Dec. 10, 1962, p. 8.

McQuade named deputy assistant in financial policy

To advise in Commerce programs on financial aspects of economic growth, foreign investment

The appointment of Lawrence C. McQuade, a New York attorney, as Deputy Assistant Secretary of Commerce for Financial Policy has been announced by Secretary of Commerce Luther H. Hodges.

In his new capacity, Mr. McQuade will assist and advise Assistant Secretary of Commerce for Domestic and International Business Jack N. Behrman on financial and investment policy matters. He also will be responsible for program and policy guidance in all areas of the Department's programs relating to the financial aspects of economic growth and foreign investment. He succeeds Peter T. Jones who was recently appointed Deputy to the Secretary.

Mr. McQuade comes to Commerce from the Department of Defense where since 1961 he was Special Assistant to the Assistant Secretary for International Security Affairs. From 1954-1960 he practiced law with the New York law firm of Sullivan & Cromwell, specializing in international legal problems of foreign investment and finance. In 1958, he participated as an economist in a study of Ghana's economy and investment possibilities conducted by a New York firm of international economic consultants. He has written a number of articles for law and other professional journals and has been a frequent lecturer on international legal and political affairs, particularly on problems affecting underdeveloped countries.

Mr. McQuade received his B.A. degree from Yale University in 1950, and his LL.B. from Harvard Law School in 1954. He was a Rhodes Scholar at Oxford University where he received his B.A. degree in 1952 and his M.A. in 1956. He is a member of the New York City Bar Association.

Born in Yonkers, New York, in 1927, Mr. McQuade made his home and attended public schools in Tucson, Arizona, before coming East to complete his education. He lives in Georgetown, Washington, D.C.

Coal team goes abroad to boost U.S. exports

In line with current efforts to stimulate exports of U.S. coal, a top level executive team from Eastern Associated Coal Corporation recently left on extended tours of the Far East, India and Europe to canvass opportunities for additional sales of coal abroad.

The current program is based upon projections made in a recent report by Robert Nathan Associates under contract to the Interior Department's Office of Coal Research. It stated that U.S. coal exports could reach 73 to 125 million metric tons by 1970, an increase of 100 to 250% over 1962 levels.

Commercial bank, poultry processor, combination export manager and manufacturers cited as 'E' winners

Rising exports of steam-generating equipment, rotary pumps, steel-wool products, drafting aids and electronic equipment pushed by U.S. firms along East Coast and in Iowa

A mid-November group of 4 "E-for-export" award ceremonies brought recognition to a New York commercial bank, an Alabama poultry processor, a combination export manager and manufacturers of rotary pumps, steam-generating equipment, steel-wool products and drafting aids in Iowa, Massachusetts and New York.

Following an Alabama REEC organizational meeting in Birmingham, the Marshall Durbin Companies became a new "E" winner. The ceremony was held on November 14 with David L. Hume, Assistant Administrator for Export Programs of the U.S. Department of Agriculture presenting the blue-and-white "E" flag and pins.

An Iowa firm, Viking Pump Co., was also cited on the 14th at a luncheon ceremony attended by Cedar Falls civic leaders.

The 25th Massachusetts firm to be cited as an "E" winner—Chart-Pak, Incorporated—held ceremonies in Leeds on November 15. U.S. Representative Silvio O. Conte presented the President's citation and "E" pennant to Howard N. Gold, the firm's vice president.

Four "E" ceremonies took place during the opening session of the 50th National Foreign Trade Council convention in New York on November 18th. Following his address to the Council, Secretary of Commerce Luther H. Hodges presented "E" awards to officers of Babcock & Wilcox Co., Brillo Manufacturing Co., Commercial Bank of North America and Rocke World Trade Club.

● BABCOCK & WILCOX COMPANY of New York City was founded in 1867 and it now manufactures, supplies and installs steam-generating equipment, nuclear systems and components, boiler-cleaning systems, meters and controls, electronic equipment, steel tubular products and refractories.

A major part of the firm's overseas business is in the sale and installation of steam-generating equipment for power and industrial plants. In making these sales, the firm has developed liaison with other U.S. industries selling kindred equipment abroad as well as with U.S. consulting engineers and technicians and manufacturers of other nations.

Research work

The company maintains a staff of technicians and scientific specialists who have engaged in research work on fuel and other problems. It helped Korea to initiate a system of utilizing its extremely hard anthracite for thermal-power development and did the same for Yugoslavia's brown coal. The firm also developed a line of systems for the economical recovery of chemicals in the pulp and paper industry which also helped to eliminate stream pollution.

A recent sale of a 500-megawatt steam-generating unit to Italy largely hinged on the favorable credit terms B&W was able to offer. This flexibility of approach to financing arrangements also contributed materially to the 1962 procurement of an order for a very large steam-generating unit for installation in an Argentine refinery.

Through established arrangements with industrial or commercial organizations in every major free-world country, the company is able to assure its customers and prospective customers of prompt, efficient and economical servicing of all equipment.

In areas where the company cannot compete economically with local suppliers, licensing arrangements are made. Income from licensees has increased 20-fold since 1958.

In the past 3 years, export sales have increased by more than 100%. Overseas shipments now represent 17% of total production. Of the approximately 20,000 persons employed by the firm, it is estimated that production for overseas sales requires the labor of 3,500.

● BRILLO MANUFACTURING COMPANY, INC., Brooklyn, N.Y. manufactures a complete line of steel wool in various forms, soap-impregnated steel wool pads, floor maintenance supplies and rustless metallic wools.

New products are tested on the domestic market and then released for overseas distribution. The firm constantly tries to open new markets and recently began exporting rather substantial quantities of its products to West Germany and Switzerland.

While there is considerable competition from foreign manufacturers of steel wool, the firm manages to show steady sales increases because of its quality products, attractive packaging, use of premiums and free merchandise to encourage sales, close contact with agents and distributors, personal visits of the firm's representatives to overseas markets and varied advertising support.

Brillo products are now sold through agents and distributors in more than 34 overseas areas.

● CHART-PAK, INC. is a Leeds, Mass. manufacturer of precision slit tapes, color tints, shading films, precision grids and die-cut symbols for use in drafting and visual communication.

Door-to-door introduction

The firm decided to enter the export field in 1957 and firm executives made overseas trips to introduce products on a door-to-door basis and obtain local distributors. Representatives were carefully selected and trained in selling techniques, product demonstration and equipment servicing. Favorable credit arrangements were extended.

Extensive advertising and promotion campaigns in the language of the host country were conducted. The firm participated in trade fairs and exhibits and conducted in-plant and distributor seminars to demonstrate its products. In 5 years, the firm's overseas sales volume now accounts for 9% of its total sales and products have been sold in 15 highly competitive world markets.

● COMMERCIAL BANK OF NORTH AMERICA of New York City is active in the commercial banking field, financing both domestic and international trade. Just over two years ago, the bank began to participate in the export expansion drive. It has centered its efforts in encouraging greater overseas sales of merchandise manufactured by its customers as well as helping to develop new markets for other manufacturers of such goods as apparel, pharmaceutical products, lubricants, automotive products, optical frames and dyes who were reluctant to enter international trade.

Through the services of world-market specialists, the bank helps its customers obtain market information, sales potentials and reliable distributors and agents. In addition, the bank also arranged to make advances to its customers on their export bills—in many cases up to 100%

of the face amount of their bank drafts.

In addition, the bank has sought to encourage individuals and firms domiciled abroad to deposit U.S. currency in the bank's savings and checking accounts. The bank now has 2,250 such accounts valued at close to $20 million.

● MARSHALL DURBIN COMPANIES of Birmingham, Ala. are engaged in producing and processing poultry. Its first export sales were made in 1960 and it now makes sizable overseas sales.

To increase exports, the firm adopted improved packaging materials and packaging techniques, foreign-language labeling and the use of metric weights on packages and in billing.

Advertisements in English, French, Spanish and German-language publications carry the firm's message to a wide audience. Faced with volume losses in Europe because of EEC regulations, the firm sought and acquired customers in many other world areas.

Sales doubled

● ROCKE WORLD TRADE CORPORATION of New York City acts in the capacity of combination export managers for a group of U.S. electrical, electronic and electrical instrument manufacturers. In a recent 2-year period, overseas sales of this varied equipment have doubled and several new types of U.S. equipment have been introduced to world markets.

The corporation considers overseas travel very important in order to supervise the organization's agents properly and to assist them in the field. The firms' factories send engineers out to assist in making installations and to instruct foreign sales engineers in the methods utilized in the U.S. Overseas seminars are also held to stimulate interest in the varied products handled by the trade corporation.

● VIKING PUMP COMPANY of Cedar Falls, Iowa produces industrial rotary pumps and prior to 1955 export sales were less than 1% of the firm's total sales volume. Then an international division was organized, overseas distributors were selected and trained, extensive advertising and promotion campaigns were conducted and technical assistance and services were provided to overseas customers. Today, export sales have risen to 8% of the company's sales volume.

Company officials traveled broadly to develop new markets. Prospective overseas representatives were brought to the company's Cedar Falls plant for specialized training. Once selected, these representatives receive manuals, technical bulletins and individual assistance on actual problems and quotations.

Problems the same, solutions revolutionary

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

NEW YORK—The huge crystal chandelier, with beaded golden thread reaching to a half dozen satellites, looked like a necklace designed by Mae West. The mediterranean blue and brick red carpeting was showing signs of better days.

But if the grand ballroom of the Hotel Waldorf Astoria, a room once as elegant as the inside of Sonny Liston's Cadillac and now a somewhat seedy old dowager, was wrinkled and aging, it was a fitting locale to emphasize the golden anniversary of the National Foreign Trade council.

World trade bubbled all over New York last week. The 50th convention, lacking only the violinist grace of the deft fingers of the late John Akin, council president for several years, was fast paced and dramatic.

The program, like a 5- and 10-cent store, had something for everybody. Intolerant speakers and those with roseate hopes surged between confidence and chaos, catastrophe and conflict, attempting to set off warning flares to alert the countryside.

"Do you want to know what is wrong," said one delegate. "This entire nation runs on A.C., except Washington. It's D.C."

Arthur K. Watson of International Business Machines, a man as fast as a rodeo barrel racer, did some reminiscing. Watson is lean of body, square of jaw and impatient by nature. He is an intense, serious man, meticulous in voice, thought and tailoring, and about as naive as one of his computers.

"Believe it or not," he said, "at the first convention 50 years ago the major topic was trade with the Russians. The question troubled our fathers as it troubles us today.

"James J. Hill, one of the speakers, was worried about the high wages being paid American workers—22 cents an hour and no fringe benefits—and he made a pessimistic prediction. He said those high wages would eventually lose our markets for us. 'Complicated machinery,' he warned, 'gives us temporary advantage.' The rest of the world, Hill said, was soon going to catch up with our technology.

"In fairness to men who did see further into the future, however, I should mention Secretary of Commerce Redfield. In 1914 he told businessmen they would do a lot better in foreign markets if they would just apply their available scientific knowledge to designing and selling abroad."

Watson maintained that although the council had reached its 50th birthday, it did not began to act in international terms until 30 years after its founding. "There are exceptions," he said, "notably the big oil companies, but for most of us, foreign trade until the late 1940's was still something done by export departments on a hit or miss basis.

"The more we can do to think internationally, the better off we and the rest of the free world will be."

Watson had crisp advice for the future.

"We must internationalize ownership of parent corporations by trading their stocks on every major capital market in the free world.

"The day must come when people no longer point to corporations and say that is American, or British or German or Japanese. If a company does business throughout the world, it should be owned throughout the world.

"This is international people's capitalism."

Costa Rica ratifies agreements on Central American economic integration; new tariffs in effect

Actual market membership awaits approval of other nations; U.S. maintains position as Costa Rica's best customer, supplier

President Orlich of Costa Rica has personally deposited the required instruments of ratification of 14 basic treaties and protocols relating to Central American economic integration with the Secretary General of the Organization of Central American States.

In an earlier, parallel development, a new Costa Rican tariff schedule was put into effect on September 1, to bring Costa Rican tariffs in line with uniform external Central American traiffs.

The General Treaty of Central American Economic Integration, which provides for free intraregional trade in all but a few items, will not enter into force with respect to Costa Rica until the required number of Central American countries have deposited instruments ratifying the Costa Rican protocol of adherence to the General Treaty.

Industrial production generally increased during the quarter, in anticipation of increased exports to other Central American countries resulting from the imminent prospect of Costa Rica's inclusion in the regional free trade zone.

Pace quickens

The pace of new industries established under the Costa Rican industrial encouragement law quickened as 31 new contracts went into effect involving a total estimated investment of $2.4 million. These involved manufacture of refrigerators, plastic shoes, metal products, electrical equipment, furniture, and agricultural implements.

Applications made by firms seeking benefits under the law included proposals for production of brassieres, canned pineapple, automobile mufflers, insecticides and nylon fabric.

The proposed "consumer tax" is now pending before the Legislative Assembly after receiving a favorable committee vote. The bill provides for a consumer tax of up to 100% of the import duties on items produced locally under the Industrial Encouragement Law that were formerly imported. The bill would also establish a corresponding increase in import duties on products that are "perfect substitutes" for the local products subject to the new consumer tax.

Numerous importers protested the Government of Costa Rica's failure to revoke the so-called "Plan Borbon" of 1959 after adopting the new tariff schedule. As a result, numerous products such as motor vehicles and parts, and electrical household appliances continued to be subject to the surtaxes established by that law.

A law rescinding the Plan Borbon and other laws imposing special surtaxes on imports was approved by the Legislative Assembly in September, and went into effect in early October.

Trade levels were at their seasonal low during July, picked up early in August and peaked shortly before August 15 (the local Mothers' Day) which is widely celebrated in Costa Rica. Unlike previous years, when sales experienced a sharp decline after August 15, retail merchants report that volume of trade remained at a generally favorable level through late August and into September.

A noticeable decrease in the fall of volcanic ash in San Jose during September was cited as one of the factors affecting retail sales favorably.

Considerable uncertainty about Christmas bonuses and a general lack of information about the new Central American common external tariff rates has had a disquieting effect on traders.

A substantial increase brought imports up to $58.4 million in the first half of 1963, $7.5 million more than the first half of 1962. Coupled with exports of $53.2 million, which were $1.1 million lower than in first half 1962, this resulted in an unfavorable trade balance of $5.2 million. Trade surpluses are normally registered in the first half of the year.

The increase in imports is attributed to heavier than usual purchases by importers who deal in products on which duties were to be increased by the new tariff schedules. The increase also reflects a general trend of increased demand for imported products by local consumers.

The U.S. maintained its traditional position as Costa Rica's best customer by taking 48.1% of the country's total exports during the first half of this year, compared to 43.8% during the same period last year. The U.S. share of total imports was 48% compared to 42.7% during the first half of 1962. The Federal Republic of Germany's share of the import trade during the period was 12.1% as compared to 13% in 1962.

By comparison with the first half of 1962, coffee exports decreased some $5 million. Banana exports were up approximately $426,000, frozen beef up $1.5 million, and sugar up $1.9 million.

Finances weak

The financial situation continues to be marked by the Government of Costa Rica's weak fiscal position, which remained relatively unchanged despite Government efforts to finance and control public expenditures.

In early July, the Minister of Economy and Finance announced a 7-point plan

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

for the short-term resolution of Costa Rica's fiscal difficulties and the elimination of a $18 million shortfall in Central Government obligations predicted for the end of 1963. The program involves a reduction in the traditional "thirteenth month" bonus to government workers, AID budget support of nearly $7.6 million, the consumer tax, delinquent tax bonds, and improved tax collection procedures.

Costa Rica has taken an active part in the 2 meetings of the Central American Telecommunications Commission which is considering the establishment of a regional microwave network with World Bank support.

Negotiations for extension of the concession of Compania Radiografica Nacional de Costa Rica, a Tropical Radio affiliate supplying international radio telephone and utility service, have reportedly reached an advanced stage. The current 45 year concession will expire at the end of 1966.

Formal agreement was signed on October 21 for the Government National Electricity Institute (ICE) to purchase the existing manual telephone system from a local subsidiary of the American and Foreign Power Company. The purchase price of $880,325 will be paid over a period of 7 years. The transfer of ownership takes place December 31, 1963.

The $22 million World Bank loan to ICE, part of which will finance modernization of the telephone system, resulted in the publication of a bid in July on a complete central exchange to include automatic switching equipment. It is believed that U.S. manufacturers will be in a favorable position to bid on requirements for cable and outside plant as well as subsequent requirements for microwave installations.

1st U.S. barter deal trades surplus food, Tunisian oil

Representatives of Tunisia and the Agency for International Development recently negotiated the first barter agreement in which the U.S. Government has participated. The agreement provides for the exchange of $8.5 million worth of U.S. surplus farm commodities for Tunisian petroleum and crude oil products.

ITALIAN PORTS BUSY

Italian port commerce rose by 12.6% in the first 7 months of 1963. International commerce totaled 58.7 million tons, while coastwise commerce is reported at 24.9 million tons.

Expanding Japanese air industry eyes U.S., West Europe markets

Original designs replace earlier reliance on U.S., other models; new model specifically designed to meet FAA requirements

The postwar Japanese aircraft industry has come a long way in its 11 year existence. Today there are about 30 important Japanese companies employing a total of 22,000 people and producing a wide variety of aircraft. Although the industry continues to depend heavily on miltary business, orders for civilian aircraft are growing.

During the period 1952-62, Japanese manufacturers produced 1,110 new aircraft and overhauled about 6,000 planes for a total output valued at more than $410 million. Exports, including reparations, consisted of 61 aircraft worth a total of over $4 million.

Japan's aircraft industry is moving rapidly into original design, and away from its earlier dependence on U.S. and other foreign designs. The Japanese industry's first postwar endeavor was the production of 210 Lockheed "Shooting Star" T 33A jet trainers and 300 North American Sabre F86F jet fighters for the Air Self-Defense Force, between 1956 and 1961. Other contracts, many of them still being worked on, are for the construction of antisubmarine reconnaissance planes and flying boats, short-range turboprop transports, helicopters, light executive transports, and piston and jet engines.

Japanese aircraft appearing to have outstanding sales potential include the YS 11, the MU-2, the N-62-160, and the N-62-100. The YS 11, a short-range turboprop transport is being developed by Nihon Airplane Manufacturing Company. The YS 11 will sell for an estimated $1-$1.4 million and first deliveries are expected in late 1964.

Lightweight

The MU-2, a light-weight turboprop transport being manufactured by Shin Mitsubishi Heavy Industries, is expected to be ready in 1965, and will cost about $250,000. The N-62-160 (4 seater) and the N-62-100 (2 seater) are light-weight single engine aircraft, scheduled for first deliveries in early 1964 by C. Itoh Aircraft Company, at estimated prices around $14,000.

The YS 11 has been promoted by the Government for use by its various agencies and by Japanese airlines, and at least 30 orders have already come from these sources. Sales efforts by the light plane manufacturers themselves have not been intense so far, but their promotion is expected to accelerate in the near future.

Japanese aircraft manufacturers are planning to move into North American markets. A spokesman for Mitsubishi Heavy Industries has reported that the MU-2 was specifically designed to meet U.S. Federal Aviation Agency requirements with the U.S. in mind as the largest prospective market for the plane. Mooney Aircraft Inc., which is negotiating for the North American distributorship of the MU-2, believes it can sell about 150 of these planes.

SE Asian market

Southeast Asia may become an important market for exports of Japanese aircraft. Japan's reparations program affords an excellent opportunity to sell aircraft to countries in this area. The current negotiations to sell 2 YS 11's to Phillipine Airlines and 4 to Korean Air Lines are believed by the U.S. Embassy to be tied in with the reparations program. Recently 8 Japanese aircraft manufacturers joined together to survey the market potential in Southeast Asia and Australia for the YS 11, the MU-2, and other light aircraft.

Preparations are being made to market the MU-2 in Western Europe. Inquiries concerning the plane reportedly have come from dealers and manufacturers in France, Italy and West Germany.

Leading Japanese aircraft manufacturers include Shin Mitsubishi Heavy Industries, Kawasaki Aircraft, Fuji Heavy Industries, Shin Meiwa Industries, Japan Aircraft Manufacturing Company, Showa Aircraft Industry, Nippon Jet Engine Company, and Nihon Airplane Manufacturing Company. The latter firm was established by Government and private investments.

U.S. companies that have participated in aircraft production agreements include Lockheed, North American Aviation, Sikorsky Division of United Aircraft, Vertol Division of Boeing, and Bell Helicopter.

Growing Panama negotiates for Common Market entry

Agreement reached on 18 points, some vital ones still unsettled; Government's fiscal problems cloud otherwise favorable outlook

Panama's economy continued to show strong evidence of growth through the second and third quarters of 1963 according to the U.S. Embassy in Panama City. Increases over the levels of 1962 activity were recorded in foreign and domestic trade, public and private construction, and industry.

Continuing high levels of trade, the 10th anniversary of the Colon Free Zone, and discussions regarding the conditions for Panama's association with the Central American Common Market were the focal points of interest in the foreign trade sector. Exports during the first half of 1963 were $31.67 million, up from $20.35 million in the comparable period of 1962. Imports rose to $77.35 in January-June 1963, which was $7.2 million above the 1st half of 1962.

Fragmentary information indicates another rise in exports during the third quarter of the year, mainly because of increased exports of petroleum products.

Banana shipments declined sharply in August and September as a result of windstorms which blew down an estimated 750,000 stems, including a substantial number ready for cutting. Shrimp exports apparently were maintained at the relatively high 2nd quarter levels, when $1.8 million worth were shipped.

Data on the composition of Panama's imports during 1963 were scant; however, in the third quarter they are estimated to have increased seasonally, boosted by the resumption of activity by the large petroleum refinery.

Business conditions were good, with sales reported substantially higher than a year ago for most lines through June, and favorable sales through the third quarter despite the usual seasonal slackening.

Construction surge

Construction was maintained at a remarkably high level during the 2nd and 3rd quarters of the year, and is believed to have reached an all-time peak for the former. The outlook for substantial new investment in private building in Panama City is promising. Permits issued for private building during the two quarters totalled $6.5 million. Public construction was high, but off from record levels of the first quarter of the year.

At discussions held in Tegucigalpa, Honduras in July, and Antigua, Guatemala in September, Panama and the Central American countries reached understandings on 18 basic points to be incorporated in an agreement of association. However, certain important aspects were left for further study and consideration, among them the duration of the treaty.

Panama proposed that the list of products to which the agreement would apply be developed after exhaustive study in each case, but the Central American countries maintained that in conformity with constitutional requirements in Honduras and El Salvador the agreement should be presented to the national assemblies with the list of products.

At this point Panama announced that since it would not have time to complete its study of the list of products by the mid-October target date previously set for the signing of the agreement, it might be necessary to postpone the negotiations. Both parties then agreed to continue studies of an agreement under which Panama could associate itself with the Central American Common Market.

Locate in Berlin?

An intensive, brief study of the investment climate in West Berlin, entitled "Reasons for Investing," is available for loan from the Department of Commerce.

The study, prepared by the Berliner Bank, A.G., Berlin summarizes West Berlin's recent economic past and examines present economic conditions in terms of Berlin itself and its relationship to the Federal Republic of Germany. Looking to the future, the study concludes that West Berlin's economic condition provides businessmen with an attractive investment situation.

A loan copy may be obtained from the Bureau of International Commerce, European Division, Washington, D.C. 20230.

The Government's fiscal problems caused increasing concern. Uncertainty as to the size of the deficit and whether it might necessitate extensive lay-offs of Government employees was a disturbing element in an otherwise generally favorable economic situation.

Since the close of the third quarter, the Administration has released figures indicating that by the end of the current fiscal year in February 1964, the deficit can be reduced to an estimated $3.1 million from its mid-fiscal year level of $6.9 million, provided expenditures are reduced to $37 million in the second half of the fiscal year.

It has also recommended a substantial increase in the ordinary cash budget for the coming fiscal year in excess of the estimated increase in receipts. To meet the estimated cash deficit, new revenue measures have been proposed.

Development program

In September, members of the Organization of American States Panel of Nine Experts visited Panama in connection with their review and analysis of the country's recently submitted preliminary *Program for Economic and Social Development, 1963-70*. They conferred with Government officials, representatives of agriculture, commerce and industry, and made field trips into the interior.

At the time of their departure, the press reported that their evaluation of, and official report on, Panama's long term development program were not expected to be completed until the end of this year.

The indications are that Panamanian industry operated at relatively high levels during the second and third quarters and that the value of output was well above 1962.

The petroleum refinery, which is the country's largest single industrial establishment, reopened in early July after having been closed in June for cleaning and repairs. It is reported to have operated at an average rate of 90 to 95% of capacity during the third quarter.

Two new chemical plants were completed in Panama City during the quarter, one of which produces oxygen, nitrogen and acetylene, and the other artificial gas.

Work was started on the construction of a new abattoir in David, at an estimated cost of approximately $1 million. It is being financed under a 7-year credit made available by a French company, with credit backing by the French Government. Local guarantors are members of the Chiriqui Cattlemen's Cooperative and the Colon Free Zone.

Improved techniques bolster Liberian agricultural output

AID mission's report cites gains in fishing industry, up-grading of rubber production and lower poultry costs

The effects of improved production and management techniques are beginning to appear in segments of Liberian agriculture, a recent report by the U.S. Agency for International Development mission in Liberia indicates.

Some striking increases have lately been achieved in the production and marketing of fish. Important gains have also been made in up-grading rubber produced by independent Liberian growers and increasing efficiency and lowering costs of poultry producers.

According to the AID report, the quantity of fish produced and marketed during July and August of 1963 equalled the total for the entire year of 1962. Approximately 2 million pounds of fish was caught, processed and sold during the 2-month period.

The spectacular increase in fish available for market was largely the result of techniques adopted by the largest fishery in Liberia.

The company contracted the services of Japanese trawlers, operating off the West African coast, which are equipped to freeze and package their catch at sea.

Frozen fish delivered to the company's cold storage facilities at Monrovia are sold at wholesale to merchants (mainly Liberian market women) who are principal retail distributors.

Formerly, fish distribution centered mainly in Monrovia but, since the fish now will remain frozen for some 15-20 hours, distribution in areas as far as 200 miles from the city has increased through market women traveling to the "up country" and by insulated trucks operated in rural areas by the fishery.

Important results

There are 2 important results of the improvements in the fishing industry: the wholesale price of fish has been cut in half and most distribution has been by Liberian rather than expatriate traders.

The AID report estimates that—if the trawlers can continue to supply fish at the July-August rate—about $4 million a year could be added to Liberia's gross national product.

The amount of high-grade rubber produced by independent Liberian growers has increased in recent months, according to the report, due to an intensive educational program designed to teach farmers how to produce better rubber which commands significantly higher prices.

The program was initiated in June by the Extension Service of the Liberian Department of Agriculture and Commerce with AID assistance. When the program was started, only a few of the 250 major Liberian producers were delivering rubber meeting the necessary specifications. After 3 months, approximately 58% of the rubber sold by Liberian growers was of the higher quality, the report indicates.

The consumer price of eggs in Liberia has been reduced by about 15% since the adoption of more modern methods by some of the country's poultry producers and due to the ability of a poultry cooperative to cut costs of imported feed.

The Department of Agriculture and Commerce extension service, assisted by poultry specialists from Israel and the U.S., has embarked on a program to help poultrymen who want to increase their production efficiency by helping those interested to work out detailed management plans.

Prospects bright for agricultural sales to Congo

Embassy in Leopoldville lists 4 strong-selling commodities

A recent agricultural report from Leopoldville notes that domestic production of primary food commodities has not yet recovered from the post-independence slump, and the demand for agricultural imports will probably remain high in 1964.

The U.S. PL480 Title I program supplied about two-fifths of these imports in 1963, and certain U.S. products imported under this program have gained a recognized place in the Congolese market, according to the U.S. Embassy in Leopoldville.

The American reporting officer recommends industry attention to market development possibilities for the following products:

Wheat Flour—The U.S. enjoyed a sizable market for wheat flour in the Congo prior to independence and U.S. flour trade-marks were well known in the Congo. Bakers were accustomed to using American flour and still seem to prefer it when there is a choice. Many new bakeries have been built and the consumption of bread and other bakery products has expanded rapidly, particularly in the cities. Where bread has been introduced into the interior, it has been readily accepted and is beginning to replace the traditional diet of manioc or corn.

Cooperating wheat and flour groups may wish to study the future possibility of promotion projects for flour in view of the rapid increase in consumption. Projects involving demonstration of home baking and other flour uses might be appropriate. Introduction of enriched flours into bakeries might also be possible. American exporters should continue to promote their brand-names, working with traditional Congolese importers of American flour.

Milk Products—Since 1959 the U.S. share of the milk and dairy products market in the Congo has jumped from 1½% to nearly 90%, largely through PL480 sales. The Congo will very likely remain a sizable market for powdered and canned milk for many years, and if American suppliers are willing to undertake an aggressive selling campaign, they should be able to maintain a large share of the sales on a competitive commercial market. Market promotion techniques, such as publicizing specific brands, labeling in French, advertising to the African population, and supplying instructions and recipes in French and local dialects, could be profitably employed.

Frozen Chicken—American frozen chickens are well accepted and much more could be sold if they were available. The Congolese appear to have a preference for fowl, and the 2 or 3 name brands imported last year could be pushed advantageously.

Tobacco—The future for U.S. tobacco in the Congo appears good. Cigarette production has increased rapidly, and the tobacco industry is satisfied with the quality of American tobacco. If our prices remain competitive, the U.S. should be able to continue to supply a big share of the tobacco imports after the Congo reaches a state of normal trade.

High retail sales, exchange reserves make Venezuelan business outlook favorable

September brings foreign trade missions to Venezuela interested in iron ore, steel production

Despite terrorist attacks on U.S. and Venezuelan properties, the Venezuelan business climate was generally favorable in September.

Retail sales continued to pick up even above the already high levels; soft drink sales rose to record levels; construction activities were booming, and consumption of electric power reached new records in the metropolitan area of Caracas.

Gold and foreign exchange reserves of $734 million as of October 15 were at their highest point since August 1960.

International interest in Venezuela continued to be demonstrated as three trade missions and a trade ship visited Venezuela. Japanese and Canadian missions were interested in iron ore and steel production. The Japanese appeared to be principally interested in the iron ore operations, and the Venezuelan Government indicated to the Japanese that it was looking for primary processing iron ore plants to be established in Venezuela. In addition, a Brazilian mission sought to expand relations between the two countries. An Australian trade ship attracted considerable interest docking at the port of La Guaira to exhibit Australian products.

In the new industrial developments, Metalurgica Carbobo, S.A., working under a license agreement with Rockwell Standard of the U.S., opened a new automobile and truck leaf spring plant at Valencia. It later plans to expand to coil springs and bumpers.

Industries Integradas, S.A., partly owned by International Basic Economic Corp., has commenced manufacture and delivery of Bendix brake bands, oil filters, Dixie gas stoves, as well as some refrigerators and shock absorbers.

$85 million loan

Economic development was given an added impetus in September with the announcement of an $85 million loan made by the World Bank to the Corporacion Venezolana de Guayana Electrificacion del Caroni C. A. to finance the first stage of the giant Guri hydroelectric project. The project is essential to the development of the Guayana region and will supply electric power to the central and eastern regions of Venezuela.

A new development corporation, C.A. Venezolana de Desarollo, was formally registered on October 18. The paid-in capital of the new bank amounts to 36 million bolivares (4.54 bolivares equals US$1.00) which is divided among the Corporacion Venezolana de Fomento, the International Finance Corporation, three petroleum companies, four U.S. banks, 9 Venezuelan banks, and more than 60 Venezuelan companies and investors.

In the field of petroleum, production for the January-September period was up 1.57 percent over that of the same period in 1962. The comparative figures are 3,252 million and 3,204 million barrels a day, respectively. In October, Venezuela sent a delegation to the meeting at Geneva of the Organization of Petroleum Exporting Countries.

Agrarian reform became a reality with the implementation of the Mechanization Plan for the distribution of 238 tractors together with related equipment to settled peasants in several states.

4 U.S. aviation firms in Bavaria to cut back output

Subsidiaries aim for new orders to replace expiring contracts

The outlook for 4 U.S. aircraft supply subsidiaries in Bavaria recently took a turn for the worse.

Bavarian aircraft manufacturers are scheduled to complete building the Fiat G-91 in 1964 and the Lockheed F-104 in 1965. As a result, 4 American subsidiaries in Bavaria, whose plants have been supplying the local aircraft industry, are expecting to cut back production. The American companies are Amphenol-Borg, Lear Siegler, Kollsman Instruments, and Leach Relay. Other American companies are represented by sales subsidiaries, agents, and other representatives.

Bavaria is the foremost aircraft producing area in West Germany, accounting for 58% of the country's aircraft industry turnover in 1962. The turnover for the Bavarian aircraft industry in 1962 is valued at almost $79 million, up from $36 million in 1961, and $14 million in 1960. Exports of Bavaria's aircraft industry increased to $11.5 million in 1962, advancing from $2.5 million in 1961, and $600,000 in 1960.

As of October 8, 1963, there were no new orders of the magnitude required to keep the industry running at the level it has reached for the Fiat G-91 and Lockheed F-104 contracts. However, the Bavarian aircraft industry is making an effort to develop new product areas which are not dominated by the stronger industries of the U.S., France, and the United Kingdom, such as short-range feeder aircraft for airlines, NATO's vertical takeoff plane, high speed helicopters, and space products.

Plea for aid

Leaders of the Bavarian aircraft industry have repeatedly pleaded for Government funds and support. The industry feels that it is not in a position to finance any production on its own. The West German Government finally initiated a long-awaited aid program in April, 1963. The program provides for $7.5 million in loans for the development of civil aircraft in 1963, and $1.25 million in each successive year, free of interest and repayable in certain circumstances. Loans are conditional on at least 40% industry participation.

The Federal Government is in favor of combining the Bavarian and Southern German aircraft manufacturers into a single company. Such a company would facilitate the handling of the Government's aircraft contracts, especially military orders, and simplify the granting of financial support.

The 4 American suppliers having plants in Bavaria are trying to fill the anticipated gap in orders by getting in on the ground floor of new production programs. Amphenol-Borg is already in on the building of the German-French transport, the Transall, and is hoping to get orders for work on the British-French Concorde.

Looking into the near future, the mood of the 4 American companies is mixed. Optimism is based on prospects that sufficient new orders will come from the development of new aircraft by the Bavarian industry, and that an increase in research and development expenditures by the German Federal Government is forthcoming. The uncertainty of these prospects materializing is the basis for concern.

Oil industry carries Libya thru usually slack period in high gear

Brings record trade surplus after persistent trade deficits; 4 more oil firms agree to less favorable operating terms

The traditional summer slowdown was little in evidence as Libya's economy continued to prosper, due primarily to the substantial increase in petroleum production and exports.

Despite a significant rise in imports, a record trade surplus was registered for the first half of 1963, in sharp contrast to persistent trade deficits in the past.

During the third quarter, total oil expenditures made by oil companies operating in Libya are estimated to have passed the $1 billion mark. On the domestic side, the construction industry showed signs of increased activity due, in some degree, to Government actions stimulating industrial expansion and housing development.

The promulgation of a long-awaited Five Year Development Plan in July calls for expenditure of about $475 million. A number of changes resulting from a reorganization of the Ministry of Planning and Development, which will administer the Plan, should provide more efficient handling of the economic development program.

With the still-growing crude oil exports assuring a surplus on the merchandise account—already evident in the first 6 months of this year—the steady expansion of economic activity seen in recent years appears certain to continue. This factor, combined with an effective implementation of the Development Plan, should provide American firms with new opportunities for supplying additional goods and services to Libya.

Foreign trade

Latest trade statistics show a substantial trade surplus for the first half of 1963, due almost entirely to the sharp rise in crude oil exports. This development completely reverses the traditional trade deficits registered in previous years. Third quarter exports were $140 million (with all but $2.2 million in crude oil), compared with only $38.6 million last year. On the other hand, January-June imports amounted to $117.6 million, representing a substantial increase over the $80.6 million noted in the same period of 1962.

U.S. statistics indicate that shipments to Libya in the first half of this year totaled $21.2 million compared with $18.9 million in the first half of 1962. In the same period, U.S. purchases in Libya rose from only $167,000 in 1962 to $7.9 million this year, the increase consisting primarily of crude oil.

Planning went ahead during the quarter for the 1964 Tripoli International Fair which is scheduled for the 3-week period beginning February 28.

UAR trade deficit

Exports and imports continued to rise in the U.A.R. during the first 6 months of 1963. Exports totalled the equivalent of $292.8 million compared to $201.9 million for the first 6 months of 1962, while imports amounted to $416.1 million compared to $294.4 million in 1962.

The January-June trade deficit amounted to $123.3 million compared with $92.5 million for the similar 1962 period. As the first part of the year is normally the best period for exports, the 1963 deficit will probably be substantially larger than 1962's.

Petroleum developments

Major news for the petroleum industry was the July 28 adoption of amendments to the basic Petroleum Law which abolished the Petroleum Commission, formerly the executive agency of the Libyan Government in the petroleum field. The functions formerly exercised by the Commission will now be vested in the Ministry of Petroleum Affairs, advised by an inter-ministerial Supreme Council for Petroleum Affairs.

Other significant developments included the acceptance by 4 additional oil companies—Amoseas, Continental, Mobil, and Gelsenberg—of the provisions of the 1961 amendments to the Petroleum Law. Under these amendments, which the Libyan Government wishes to apply to all companies operating in the country, the companies *inter alia* are allowed no depletion allowance and less favorable depreciation and amortization provisions than those contained in the original legislation.

Another important event in the petroleum field was the August 3 opening of the pipeline linking the Oasis Waha field in Concession 59 with the port of Ras es-Sider. The pipeline already has resulted in an initial increase of about 120,000 barrels daily in Oasis' exports. Esso, meanwhile, continued with preparations for placing both the refinery at Marsa el-Brega and the sea-water injection scheme for Zelten into operation.

A number of Government decisions taken during the quarter offered encouragement to the development of small industries. The Ministry of Industry, for example, was authorized to finance the electrification of small factories.

The construction industry also received a boost from Government actions, particularly through the issuance of Government tenders for a large housing project, 4 small power stations, several irrigation projects, and 5 new microwave stations.

Good news for U.S. suppliers came with the award of a $750,000 contract for the extension of the microwave system to a Libyan firm which plans to use American equipment.

Expansion plans

The tourist industry received renewed attention, both from the Libyan Government and from travel companies, with the airlines announcing expanded services to European cities from Tripoli and Benghazi.

The Libyan Government held further meetings during the quarter with private groups interested in the potential growth of tourism in Libya. As a result, there were indications that the Government would propose changes in present legislation to encourage the construction of tourist facilities.

Kaiser Engineers to design Ivory Coast hydro project

The Ivory Coast Republic has awarded a contract to Kaiser Engineers and Constructors, Inc. and Electricite de France for engineering services to be performed within the next 12 months on the Bandama River hydroelectric project.

Kaiser Engineers International announced that the contract is in 2 phases. Following a reassessment and analysis of existing engineering information, KECI is to provide an outline design of the multi-million dollar project. A main dam, spillways, saddle dams if required, river diversion and a canal are included in the proposed design.

DECEMBER 1963

CHECKLIST

INTERNATIONAL BUSINESS PUBLICATIONS

BUREAU OF INTERNATIONAL COMMERCE

CHECK LIST

Data in the publications of the Bureau of International Commerce are obtained from more than 290 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

The U.S. Department of Commerce publications noted in this checklist are available from the Commerce Department's Publications Sales Section, Washington, D.C., 20230, or any of the Department of Commerce Field Offices. Those of the Department's publications that are also available from the U.S. Government Printing Office, Superintendent of Documents, Washington, D.C., 20402, are marked "available from Superintendent of Documents."

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☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, with instructions, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription starting each April. $6 ($1.50 additional for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of CURRENT EXPORT BULLETIN, 25 cents each. Available from Superintendent of Documents, Washington, D.C., 20402, and Department of Commerce Field Offices.

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MARKET FOR U.S. PRODUCTS:

☐ *AFRICA: SALES FRONTIER FOR U.S. BUSINESS.* 1963. 131 pages. A supplement to International Commerce. $1.

☐ *BELGIUM, A MARKET FOR U.S. PRODUCTS.* 1963. 60 pages. A supplement to International Commerce. 45 cents.

☐ *INDIA, A GROWING MARKET FOR U.S. PRODUCTS AND INVESTMENT.* 1963. 27 pages. 15 cents.

☐ *KUWAIT, A MARKET FOR U.S. PRODUCTS.* 1963. 22 pages. 25 cents.

☐ *LIBYA, MARKET FOR U.S. PRODUCTS.* 1962. 65 pages. 55 cents.

☐ *PERU, MARKET FOR U.S. PRODUCTS.* 1961. 62 pages. 40 cents.

☐ *SAUDI ARABIA, A MARKET FOR U.S. PRODUCTS.* 1962. 44 pages. 40 cents.

☐ *SUDAN, A MARKET FOR U.S. PRODUCTS.* 1963. 47 pages. 40 cents.

☐ *THAILAND MARKET FOR U.S. PRODUCTS.* 1962. 92 pages. 55 cents.

Market studies have also been published for the Federation of Malaya, Nigeria, Viet-Nam, and Pakistan in the WTIS series, and for India in the OBR series.

☐ *VIET-NAM, MARKET FOR U.S. PRODUCTS.* 1962. 35 pages. 15 cents.

INVESTMENT:

☐ *BRAZIL, INFORMATION FOR UNITED STATES BUSINESSMEN.* 1961. 214 pages. $1.75.

☐ *CHILE, INVESTMENT.* 1960. 279 pages. $1.75.

☐ *INDIA, INVESTMENT.* 1961. 271 pages. $1.

☐ *PERU, INVESTMENT.* 1957. 157 pages, $1.25.

☐ *TAIWAN, INVESTMENT.* 1958. 158 pages. $1.

☐ ELECTRIC CURRENT ABROAD. Lists, for the benefit of manufacturers and exporters, the types, phases, cycles, and voltages of electric current available in the principal cities of the world. Covers primarily current for domestic use, but includes some information on industrial power. 1963. 75 pages. 30 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities under short supply and security export conditions. 25 cents each. Available from Superintendent of Documents, Washington, D.C., 20402, and Department of Commerce Field Offices.

☐ EXPORT FACTS. Data on export trade, balance of payments, and the export promotion programs of the United States. 8 pages. Free.

☐ EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license. $37.50 a year, beginning when remittance received. Make remittance to U.S. Department of Commerce. Available at any Field Office or the Office of Administrative Operations, U.S. Department of Commerce, Washington, D.C., 20230.

☐ EXPORT PROFITS. A brochure containing low-cost marketing aids for higher export profits. Available from any of the U.S. Department of Commerce Field Offices. 1962. 8 pages. Free.

☐ THE FUTURE OF TOURISM IN THE PACIFIC AND FAR EAST. A study designed to aid persons and organizations professionally interested in international tourism. Explains how and to what extent tourism can be used to strengthen the economies of the Pacific and Far East. Report prepared by Checchi and Company under contract with the U.S. Department of Commerce and co-sponsored by the Pacific Area Travel Association. Written by Harry G. Clement. 1961. 296 pages. 90 plates (many in color). $4. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ INFORMATION SOURCES ON INTERNATIONAL TRAVEL. Twelve mimeographed listings of basic source material for use by the international travel industry and the general traveling public. Checklist and order form available from U.S. Department of Commerce, Washington, D.C., 20230, and its Field Offices.

☐ LAWS, REGULATIONS, AND OTHER INFORMATION RELATING TO FOREIGN-TRADE ZONES IN THE UNITED STATES. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1958. 30 cents. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ PROFITABLE SALES IN U.S. TRADE CENTERS OVERSEAS. Describes how U.S. Trade Centers overseas may be utilized by American businessmen to increase sales in foreign markets. 1963. 20 pages. 15 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELL YOUR PRODUCTS THROUGH U.S. TRADE MISSIONS. Describes how U.S. Trade Missions help sell U.S. products in overseas markets. 1963. 16 pages. 15 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELLING AROUND THE WORLD. HOW COMMERCE HELPS. A description of the Department of Commerce services to the international business community. 1963. 26 pages. 15 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. 1963. 28 pages. 15 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SUMMARY OF EXPORT CONTROL REGULATIONS. Includes helpful hints on applying for an export license and contains specimens of forms used. 1962. 22 pages. 20 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

TRADE LISTS. These listings are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C., 20230.

TRADE MISSION REPORTS. Opportunities for U.S. trade with countries that are visited by U.S. trade missions are noted in the following reports, each of which is printed as a supplement to INTERNATIONAL COMMERCE. These reports are offered for sale by the U.S. Department of Commerce and its Field Offices.

☐ BELGIUM. EXPORT U.S. PRODUCTS TO. 1963. 20 pages. 25 cents.

☐ FRANCE. SELL CONSUMER PRODUCTS IN. 1963. 20 pages. 25 cents.

☐ MEXICO. TRADE MISSION REPORT ON. 1963. 19 pages. 25 cents.

☐ NETHERLANDS, THE. SELLING TO. 1963. 19 pages. 25 cents.

☐ NORWAY and DENMARK. SELL U.S. GOODS IN. 1963. 19 pages. 25 cents.

☐ SWEDEN. EXPORT TO. 1963. 14 pages. 25 cents.

☐ WHAT YOU SHOULD KNOW ABOUT EXPORTING. A How-To-Get-Started Handbook designed to be a basic reference for the American businessman interested in opening profitable new overseas markets for his products. 1962. 38 pages. 25 cents. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHITE HOUSE CONFERENCE ON EXPORT EXPANSION, REPORT TO THE PRESIDENT ON THE. Report to President John F. Kennedy by Secretary of Commerce Luther H. Hodges on the White House Conference on Export Expansion, Washington, D.C., September 17-18, 1963. Contains reports by 11 committees of the conference. 30 cents. Available from Superintendent of Documents, Washington, D.C., 20402, or the Department's Field Offices.

WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $1 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices.

Quarterly Index to *INTERNATIONAL COMMERCE*

Copies of the QUARTERLY INDEX TO INTERNATIONAL COMMERCE are available on request to a Department of Commerce Field Office or the U.S. Department of Commerce, Publications Sales Section, Washington, D.C., 20230.

☐ Quarterly Index to International Commerce, July–September 1963.

☐ Quarterly Index to International Commerce, April–June 1963.

☐ Quarterly Index to International Commerce, January–March 1963.

☐ Quarterly Index to International Commerce, October–December 1962.

☐ Quarterly Index to International Commerce, July–September 1962.

☐ Quarterly Index to International Commerce, April–June 1962.

Reprints

REPRINTS FROM INTERNATIONAL COMMERCE. Available on request from Publications Sales Section, U.S. Department of Commerce, Washington, D.C., 20230.

☐ Eximbank Broadens Commodity Country Coverage. April 3, 1961.

☐ Foreign Import and Exchange Regulations Summarized for International Traders. January 7, 1963.

☐ Import License and Exchange Permit Rules Summarized for World Traders. July 1, 1963.

☐ The Common Market. Compilation of feature articles appearing in International Commerce since October 1962 and in Foreign Commerce Weekly, March 1958–61.

☐ Trade Expansion Act of 1962 Is Law. October 22, 1962.

☐ U.S. Commercial Treaty Program. May 15, 1961.

☐ U.S. Export Credit Insurance and Guarantee Programs. March 25, 1963.

☐ World Customs Data. March 4, 1963.

Other Publications for Use in World Trade

BUREAU OF THE CENSUS

Price List for Foreign Trade Statistical Publications

Describes the reports (details and summary) containing U.S. export, import, and shipping statistics issued by the Bureau of the Census, September 19, 1963. Foreign Trade Division, Bureau of the Census, U.S. Department of Commerce. Free. Available from the Bureau of the Census, Washington, D.C., 20233.

Census Bureau's Foreign Trade Reports

Monthly. Annual supplement (calendar year report) is included in the subscription price of each of the four series listed below. These series are available from the Superintendent of Documents, Washington, D.C., 20402.

FT 110 Series

U.S. imports listed according to country of origin. $4 a year. $5.25 to foreign addresses. Single copy, 40 cents. Calendar year report, $1.

FT 120 Series

U.S. imports listed by commodity groups (countries of origin shown in each group). $1.50 a year. $2.25 to foreign addresses. Single copy, 15 cents. Calendar year report, 30 cents.

FT 410 Series

U.S. Exports of Domestic and Foreign Merchandise, Commodity by Country of Destination (commodity detail shown is that of Schedule B arranged within the 3-digit group of SITC). $10 yearly, $1.25 monthly, and $2.25 annual. $2.50 additional for foreign mailing.

FT 420 Series

U.S. exports by commodity groups (countries of destination by subgroups shown in each). $3.50 a year. $4.50 to foreign addresses. Single copy 35 cents. Calendar year report, 50 cents.

BUSINESS & DEFENSE SERVICES ADMINISTRATION

A list of publications that includes monthly and quarterly industry reports as well as various world and country surveys on particular products and industry operations. October 1961. Free. Supplements issued in November 1962 and May 1963. Supplements also free. Available from U.S. Department of Commerce Field Offices or from the Superintendent of Documents, Washington, D.C., 20402.

OFFICE OF PUBLICATIONS

Business Service Checklist

Weekly list of new publications and releases of the U.S. Department of Commerce. Annual subscription, $1.50 ($3.50 for foreign mailing). Mail orders and remittance to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or to a U.S. Department of Commerce Field Office.

EXPORT-IMPORT BANK OF WASHINGTON

General Policies

Describes all programs of the Export-Import Bank of Washington, including foreign credit insurance. 1963. Free.

Eximbank Quarterly Report

Tabulates loans, guarantees, and insurance transactions authorized by Eximbank, by quarter. Free.

SMALL BUSINESS ADMINISTRATION

Export Marketing for Smaller Firms

Reports on the problems facing the smaller firm engaged in or seeking to enter foreign trade and the many types of assistance available to help them cope with those problems. 1963. 89 pages. 50 cents. Mail order and remittance to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or to a U.S. Department of Commerce Field Office.

114—How the Commerce Department Helps Small Manufacturers in Foreign Trade

Summarizes the help which is available to small manufacturers through the various international trade areas of the U.S. Department of Commerce. 1962. 4 pages. Free.

137—Using a Combination Export Management Firm

Discusses services which combination export management firms offer manufacturers. 1962. 4 pages. Free.

149—Financing Export Sales

Discusses five specific types of information which the exporter should have when financing export sales. 1963. 4 pages. Free.

152—International Marketing Assistance in Europe

Describes kinds of international marketing assistance offered by Western European organizations. 1963. 4 pages. Free.

CHAMBER OF COMMERCE OF THE UNITED STATES

The following are available from the Chamber of Commerce of the United States, Foreign Commerce-Foreign Policy Department, 1615 H St. NW., Washington, D.C., 20206.

Activities of American Chambers of Commerce Abroad

Analysis of the purposes, activities, and services of American chambers of commerce in foreign countries—representative of American business interests abroad. 16 pp. 1962. 25 cents.

Alliance for Progress

Provides background information that will contribute to a wider understanding of Alliance objectives by U.S. business and the general public. 31 pp. 1963. 50 cents.

Common Market—Impact on the American Economy

Discusses Common Market developments, problems involved, and options open to U.S. businessmen. 1962. 48 pages. 1 to 9 copies, $1 each.

Commodity Agreements—Their Role in the World Economy

Sets forth detailed specifications of the commodity problem. Discusses instability of primary commodity prices and describes the four basic types of international commodity agreements. 1963. 46 pages. 1 to 9 copies, 50 cents each.

Introduction to Doing Import and Export Business

A practical introductory guide for use by manufacturers, wholesalers, and retailers without previous experience in importing and exporting. 129 pages. Sixth Edition—1962. $2.

Foreign Commerce Handbook

A 1960-61 comprehensive reference to organization services and current published information on all important phases of international trade and investment, procedures, practices, techniques, and policy. 155 pages, Fourteenth Edition, $2.

Guide to Foreign Information Sources

Specific country references, including addresses of foreign embassies in the U.S., selected organizations and services relating to various areas of the world, and bibliography of additional sources. 29 pp. 1962. 25 cents.

International Trader and International Commercial Arbitration

Basic principles and common practices of arbitration in international commercial relations, and sources of additional information. 8 pp. 1963. Free.

Policy Declarations on World Affairs

Policies adopted by the national chamber's members in the field of international commercial, political, and social problems. 1963. 19 pages. Free.

Trade Expansion Act of 1962, Administration of the

Discusses the administration of the provisions of Public Law 87-794 (Trade Expansion Act of 1962). 1963. 5 pages. 1 to 9 copies, free.

Trade Expansion Act of 1962, Analysis of the

An analysis of the provisions of the Act (Public Law 87-794). 1962. 19 pages. 1 to 9 copies, free.

Overseas Business Reports
World Trade Information Service reports
Other Bureau of International Commerce publications

Overseas Business Reports are identified by the symbol "OBR."

World Trade Information Service reports are identified by part and number; e.g., Part 3, No. 62-27.

Still other Bureau of International Commerce publications are identified by title, year of publication, number of pages, and price.

These reports are offered for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. However, WTIS reports issued prior to 1961 are available only from the U.S. Department of Commerce or its Field Offices.

Make remittance payable to the Superintendent of Documents and mail either to the Superintendent of Documents or to a Field Office of the U.S. Deparment of Commerce.

You may find this checklist convenient in making out your order. Mark those items that you need. Additional copies of this checklist are available on request to a Department of Commerce Field Office or to the U.S. Department of Commerce, Publications Sales Section, Washington, D.C., 20230.

Afghanistan

——Basic Data on the Economy of Afghanistan. Part 1, No. 62-77. 6 pp. October 1962. 15 cents. (Superseded WTIS, Part 1, No. 58-7.)
——Import Tariff System of Afghanistan. Part 2, No. 62-47. 2 pp. September 1962. 15 cents. (Superseded WTIS, Part 2, No. 57-86.)
——Licensing and Exchange Controls, Afghanistan. Part 2, No. 61-48. 3 pp. August 1961. 10 cents. (Superseded WTIS, Part 2, No. 57-117.)
See also Asia.

Africa

——Africa: Sales Frontier for U.S. Business. A supplement to International Commerce. 1963. 121 pp. $1.
——Market Indicators for Africa. Part 3, No. 62-20. 12 pp. October 1962. 20 cents.
——Trade of the United States With Africa, Years, 1959-61, and Half-Years, July-December, 1960-61. Part 3, No. 62-27. 4 pp. September 1962. 20 cents.
——Trade of the United States With Africa, Years, 1958-60, and Half-Years, Part 3, No. 61-27. 4 pp. August 1961. 20 cents.

Algeria

——Establishing a Business in Algeria and Departments of Sahara. Part 1, No. 60-19. 12 pp. May 1960. 10 cents.
——Import Tariff System of Algeria. Part 2, No. 61-25. 3 pp. March 1961. 10 cents.
See also Africa.

Angola

——Basic Data on the Economy of Angola. Part 1, No. 61-73. 27 pp. December 1961. 15 cents. (Superseded WTIS, Part 1, No. 57-51.)
——Economic Developments in Angola, 1961. Part 1, No. 62-45. 12 pp. May 1962. 15 cents.
——Establishing a Business in Angola. Part 1, No. 60-48. 10 pp. October 1960. 10 cents. (Superseded WTIS, Part 1, No. 55-92.)
——Licensing and Exchange Controls, Angola. Part 2, No. 60-45. 3 pp. September 1960. 10 cents. (Superseded WTIS, Part 2, No. 55-113.)
——Preparing Shipments to Angola. OBR 63-85. 6 pp. April 1963. (Superseded WTIS, Part 2, No. 58-3.)
See also Africa.

Argentina

——Basic Data on the Economy of Argentina. OBR 63-84. 24 pp. March 1963. (Superseded WTIS, Part 1, No. 58-73.)
——Economic Developments in Argentina, 1962. OBR 63-74. 10 pp. March 1963.
——Economic Developments ni Argentina, 1961. Part 1, No. 62-36. 17 pp. March 1962. 15 cents.
——Foreign Trade of Argentina 1959-60. Part 3, No. 62-4. 4 pp. February 1962. 20 cents.
——Import Tariff System of Argentina. OBR 63-49. 3 pp. March 1963. (Superseded WTIS, Part 2, No. 61-82.)
——Living Conditions in Argentina. Part 2, No. 61-72. 8 pp. August 1961. 10 cents.
——Marking and Labeling Requirements of Argentina. Part 2, No. 60-39. 5 pp. August 1960. 10 cents.
——Tax System of Argentina. Part 1, No. 61-76. 14 pp. December 1961. 15 cents.

Asia

——Trade of the United States With Southern, Southeastern, and Eastern Asia, Years, 1959-61 and Half-Years, July-December 1960-61. Part 3, No. 62-25. 4 pp. August 1962. 20 cents.
——Trade of the United States With Southern, Southeastern and Eastern Asia. Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-26. 4 pp. August 1961. 20 cents.

Australia

——Basic Data on the Economy of Australia. OBR 63-38. 20 pp. March 1963. (Superseded WTIS, Part 1, No. 58-3.)
——Establishing a Business in Australia. OBR 63-108. 16 pp. July 1963. (Superseded WTIS, Part 1, No. 60-49.)
——Foreign Trade of Australia, 1958-59. Part 3, No. 60-14. 4 pp. May 1960. 20 cents.
——Foreign Trade Regulations of Australia. OBR 63-129. 11 pp. October 1963.
——Living Conditions in Australia. OBR 63-11. 10 pp. January 1963. (Superseded WTIS, Part 2, No. 56-100.)

Austria

——Anti-Dumping Legislation in Austria. OBR 63-81. 4 pp. April 1963.
——Basic Data on the Economy of Austria. Part 1, No. 62-83. December 1962. 15 cents. (Superseded WTIS, Part 1, No. 56-61.)

——Economic Developments in Austria, 1960. Part 1, No. 61-30. 7 pp. May 1961. 15 cents.
——Establishing a Business in Austria. OBR 63-99. 18 pp. April 1963. (Superseded WTIS, Part 1, No. 59-65.)
——Licensing and Exchange Controls, Austria. Part 2, No. 62-8. 8 pp. February 1962. 10 cents. (Superseded WTIS, Part 2, No. 59-11.)
——Marking and Labeling Requirements of Austria. Part 2, No. 61-92. 5 pp. December 1961. 10 cents (Superseded WTIS, Part 2, No. 57-3.)
——Pharmaceutical Regulations of Austria. Part 2, No. 62-31. 3 pp. June 1962. 10 cents. (Superseded WTIS, Part 2, No. 56-116.)
——Preparing Shipments to Austria. Part 2, No. 61-31. 6 pp. April 1961. 10 cents. (Superseded WTIS, Part 2, No. 56-77.)
See also Europe.

Bahamas

——Import Tariff System of the Bahamas. Part 2, No. 61-40. 2 pp. June 1961. 10 cents. (Superseded WTIS, Part 2, No. 58-81.)

Belgium

——Belgium, A Market for U.S. Products. A supplement to International Commerce. 1963. 60 pages. 45 cents.
——Belgium, Export U.S. Products To. A supplement to International Commerce. 1963. 20 pages. 25 cents. A trade mission report.
——Economic Developments in Belgium, 1962. OBR 63-75. 8 pp. March 1963.
——Economic Developments in Belgium, 1961. Part 1, No. 62-21. 8 pp. May 1962. 15 cents.
——Establishing a Business in Belgium. OBR 63-113. 14 pp. August 1963. (Superseded WTIS, Part 1, No. 60-39.)
——Import Tariff System of Belgium, Netherlands, and Luxembourg. OBR 63-25. 3 pp. February 1963. (Superseded WTIS, Part 2, No. 61-71.)
——Licensing and Exchange Controls, Belgium-Luxembourg. Part 2, No. 61-89. 4 pp. November 1961. 10 cents. (Superseded WTIS, Part 2, No. 59-82.)
——Marking and Labeling Requirements of Belgium. Part 2, No. 62-60. 2 pp. October 1962. 10 cents. (Superseded WTIS, Part 2, No. 57-40.)
——Pharmaceutical Regulations of Belgium. Part 2, No. 61-74. 4 pp. November 1961. 10 cents.
——Preparing Shipments to Belgium-Luxembourg. Part 2. No. 60-29. 5 pp. July 1960. 10 cents. (Superseded WTIS, Part 2, No. 58-45.)
See also Europe

Berlin

——*See* Germany, Federal Republic of.

Bolivia

——Basic Data on the Economy of Bolivia. OBR 63-126. 11 pp. October 1963. (Superseded WTIS, Part 1, No. 60-6.)
——Food Regulations of Bolivia. Part 2, No. 62-57. 2 pp. October 1962. 10 cents. (Superseded WTIS, Part 2, No. 57-98.)
——Investment Law of Bolivia. Part 1, No. 61-17. 4 pp. April 1961. 15 cents.
——Preparing Shipments to Bolivia. Part 2. No. 61-44. 6 pp. July 1961. 10 cents. (Superseded WTIS, Part 2, No. 57-43.)

Brazil

——Brazil, Information for United States Businessmen. 1961. 214 pages. $1.75.
——Brazil's Licensing and Exchange Controls. OBR 63-31. 11 pp. January 1963. (Superseded WTIS, Part 2, No. 61-93.)
——Economic Developments in Brazil, 1962. OBR 63-70. 9 pp. March 1963.
——Food Regulations of Brazil. Part 2, No. 60-2. 4 pp. January 1960. 10 cents.
——Foreign Trade of Brazil, 1960-61. OBR 62-23. 4 pp. December 1962.
——Living Conditions in Brazil. Part 2, No. 62-54. 8 pp. October 1962. 10 cents. (Superseded WTIS, Part 2, No. 60-37.)
——Pharmaceutical Regulations of Brazil. Part 2, No. 60-38. 5 pp. August 1960. 10 cents. (Superseded WTIS, Part 2, No. 56-92.)
——Preparing Shipments to Brazil. Part 2, No. 61-58. 11 pp. September 1961. 10 cents. (Superseded WTIS, Part 2, No. 58-76.)

British Pacific Islands

——Import Tariff System of the Fiji Islands. OBR 63-39. 2 pp. March 1963. (Superseded WTIS, Part 2, No. 57-47.)

Bulgaria

——Analysis of Bulgarian Foreign Trade 1920-60. Part 1. No. 62-70. 5 pp. September 1962. 15 cents.

Burma

——Import Tariff System of Burma. OBR 62-36. 2 pp. December 1962. (Superseded WTIS, Part 2, No. 58-73.)
——Licensing and Exchange Controls, Burma. Part 2, No. 60-33. 3 pp. July 1960. 10 cents. (Superseded WTIS, Part 2, No. 57-85.)
See also Asia

Burundi, Kingdom of

——Import Tariff System of the Republic of Rwanda and the Kingdom of Burundi. OBR 63-17. 2 pp. January 1963. (Superseded WTIS, Part 2, No. 57-89.)

Cambodia

——Basic Data on the Economy of Cambodia. Part 1, No. 61-65. 16 pp. September 1961. 15 cents. (Superseded WTIS, Part 1, No. 58-4.)
——Import Tariff System of Cambodia. OBR 63-48. 2 pp. February 1963.
——Licensing and Exchange Controls, Cambodia. Part 2, No. 61-53. 6 pp. August 1961. 10 cents.
See also Asia

Cameroon, Federal Republic of

——Basic Data on the Economy of the Federal Republic of Cameroon. Part 1, No. 61-68. 13 pp. October 1961. 15 cents. (Superseded WTIS, Part 1, No. 57-63.)
——Economic Developments in the Federal Republic of Cameroon, 1961. Part 1, No. 62-49. 6 pp. May 1962. 15 cents.
——Investment Law of the Federal Republic of Cameroon. OBR 62-32. 5 pp. December 1962.
See also Africa.

Canada

——Certificate and Other Requirements on Imports into Canada. Part 2, No. 61-28. 6 pp. April 1961. 10 cents. (Superseded WTIS, Part 2, No. 55-78.)
——Foreign Trade of Canada, 1959-60. Part 3, No. 61-37. 7 pp. November 1961. 20 cents.
——Import Tariff System of Canada. OBR 63-10. 3 pp. January 1963. (Superseded WTIS, Part 2, No. 57-39.)
——Marking and Labeling Requirements of Canada. Part 2, No. 61-91. 13 pp. November 1961. 10 cents. (Superseded WTIS, Part 2, No. 57-15.)
——Preparing Shipments to Canada. Part 2, No. 62-50. 20 pp. September 1962. 10 cents. (Superseded WTIS, Part 2, No. 60-3.)

Central African Republic

——Licensing and Exchange Controls, Gabon, Chad, Congo, and Central African Republic. Part 2, No. 62-13. 3 pp. March 1962. 10 cents.

Ceylon

——Basic Data on the Economy of Ceylon. OBR-63-90. 18 pp. April 1963. (Superseded WTIS, Part 1, No. 59-80.)
——Licensing and Exchange Controls, Ceylon. Part 2, No. 61-29. 4 pp. April 1961. 10 cents. (Superseded WTIS, Part 2, No. 58-22.)
——Preparing Shipments to Ceylon. Part 2, No. 62-17. 6 pp. April 1962. 10 cents. (Superseded WTIS, Part 2, No. 57-64.)
See also Asia.

Chad

——Economic Developments in the Republic of Chad, 1961. Part 1, No. 62-26. 4 pp. April 1962. 15 cents.
——Licensing and Exchange Controls, Gabon, Chad, Congo, and Central African Republic. Part 2, No. 62-13. 3 pp. March 1962. 10 cents.

Chile

——Chile, Investment In. 1960. 279 pages. $1.75.
——Economic Developments in Chile, 1962. OBR 63-71. 8 pp. March 1963.
——Food Regulations of Chile. Part 2, No. 61-90. 4 pp. November 1961. 10 cents.
——Foreign Investment Laws and Regulations of Chile. Part 1. No. 60-25. 5 pp. June 1960. 10 cents. (Superseded WTIS, Part 1, No. 59-8.)
——Import Tariff System of Chile. Part 2, No. 62-10. 2 pp. February 1962. 10 cents. (Superseded WTIS, Part 2, No. 60-44.)
——Licensing and Exchange Controls, Chile. Part 2, No. 62-18. 8 pp. May 1962. 10 cents. (Superseded WTIS, Part 2, No. 60-8.)

Colombia

——Establishing A Business In Colombia. OBR 63-107. 16 pp. August 1963. (Superseded WTIS, Part 1, No. 58-76.)
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See also Europe.

United States

Trade Summaries

——U.S. Foreign Trade, January-June 1963. OBR 63-121. 12 pp. September 1963.
——U.S. Foreign Trade, January-May 1963. OBR 63-114. 12 pp. August 1963.
——U.S. Foreign Trade, January-March 1963. OBR 63-111. 20 pp. July 1963. (Initial OBR report on data in revised SITC commodity series—annual 1956-1962; quarterly 1961-March 1963; monthly 1962-March 1963. Country data monthly 1962-March 1963.)
——U.S. Foreign Trade, December 1962 and Calendar Years 1956-1962. OBR 63-101. 16 pp. April 1963. (Last OBR report showing commodity data in terms of Schedule A and Schedule B. Subsequent OBR's are based on SITC commodity classifications.)
——U.S. Foreign Trade—November 1962. OBR 63-41. 12 pp. January 1963.
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TRADE LISTS

(Names and addresses of foreign manufacturers, producers, processors, exporters, importers, wholesalers, distributors, sales agents, and service organizations, grouped by country and by individual commodities, industries, and services. $1 for each country list covering a specific classification.)

Order Form

Enclosed is $_____ for which please send me _____ Trade Lists covering:

Classification and Country	Classification and Country	Classification and Country
_____	_____	_____
_____	_____	_____
_____	_____	_____

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Mail to a U.S. Department of Commerce Field Office or to the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20203. Enclose check or money order payable to the Superintendent of Documents.

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Upper Volta, Republic of

——Import Tariff System of the Entente States (Ivory Coast, Dahomey, Niger, and Upper Volta). OBR 62-11. 4 pp. December 1962. (Superseded WTIS, Part 2, No. 56-78.)

——Investment Law in the Republic of Upper Volta. OBR 63-106. 4 pp. July 1963.

Uruguay

——Establishing a Business in Uruguay. Part 1, No. 62-55. 19 pp. June 1962. 15 cents.

——Patent and Trademark Regulations of Uruguay. Part 2, No. 61-34. 5 pp. April 1961. 10 cents.

Venezuela

——Basic Data on the Economy of Venezuela. OBR 63-132. Available December.

——Economic Developments in Venezuela, 1962. OBR 63-73. 5 pp. March 1963.

——Foreign Trade of Venezuela, 1959-60. Part 3, No. 61-40. 4 pp. December 1961. 20 cents.

——Import Tariff System of Venezuela. Part 2, No. 61-18. 2 pp. March 1961. 10 cents. (Superseded WTIS, Part 2, No. 58-35.)

——Licensing and Exchange Controls of Venezuela. OBR 63-80. 7 pp. March 1963.

——Living Conditions in Venezuela. Part 2, No. 62-23. 18 pp. May 1962. 10 cents. (Superseded WTIS, Part 2, No. 56-97.)

Viet-Nam

——Basic Data on the Economy of Viet-Nam. OBR 63-5. 21 pp. March 1963. (Superseded WTIS, Part 1, No. 59-52.)

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See also Asia.

Yemen

——Basic Data on the Economy of Yemen. Part 1, No. 60-2. 8 pp. January 1960. 10 cents.

Yugoslavia

——Basic Data on the Economy of Yugoslavia. Part 1, No. 60-15. 15 pp. April 1960. 10 cents. (Superseded WTIS, Part 1, No. 55-91.)

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See also Europe.

Quarterly Index

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New Trade Lists bring total available to almost 4,000; tool for exporters

U.S. businessmen purchased over 4,200 last month

The 63 new Trade Lists announced in INTERNATIONAL COMMERCE during October increase to almost 4,000 the total number of different Trade Lists now available from the Commerce Department's Commercial Intelligence Division.

Last month alone, businessmen purchased more than 4,200 of these popular aids for exporters.

Trade Lists contain names, addresses, and brief descriptions of foreign firms (manufacturers, exporters, importers, distributors, agents, etc.) handling a specific commodity or performing a certain service in a particular country.

Among the newest lists, one on *Boots and Shoes—Manufacturers—Trinidad and Tobago* states that an estimated four-fifths of the requirements of the area's 900,000 people for booths and shoes are probably still met through imports. There is a long-established leather tanning industry which supplies leather for soles and innersoles to the local shoe industry; all other needs such as for shoemaking machinery, refined leather, and leather products, are met through imports. Finished footwear imports have risen fairly steadily in recent years. Shoemaking equipment, machinery, and materials used by local manufacturers are imported under general license and may be imported freely from the dollar area.

Another new List, *Automotive Vehicles and Equipment Importers and Dealers—Jamaica,* reports in its basic trade and industry data that the Jamaican market for automotive vehicles and equipment is expanding with the population's increasing earning power of middle and lower income groups.

Farm Machinery and Equipment Importers, Dealers and Manufacturers—Finland reports that Finland's imports of farm machines from the United States in 1962 amounted to 7 million Finnmarks (3.20 Finnmarks=$1, par value).

"Equipment intended for the Finnish market should not be heavy or bulky," the report states, "but preferably small and easily maneuverable for use in the fields which are frequently broken into small units by open ditches and forests."

Belgian imports of tanned sheepskins with suede finish have increased by 67% over the last 2 years, because of the large demand from manufacturers of wearing apparel, the Trade List, *Tanneries—Belgium,* states. Information on production and exports also is given.

Copies available

Mimeographed copies of these and other Trade Lists may be purchased by firms domiciled in the United States from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230, and from Commerce Department Field Offices. Each list costs $1 per country for each commodity classification.

Conversion values of European Currencies

By PAUL A. MAYER

Bureau of International Commerce

The value of all principal European currencies both in terms of dollars and in terms of other principal European currencies, is shown in the accompanying table.

The table can be read "both ways;" e.g., it shows that $1 buys 7 shillings and two pence (line 1), and also that £1 buys $2.80 (line 7). A reader interested in, say, Belgium and Holland, will find the following pertinent relations:

- 100 Belgian francs buys $2.00 or 7.20 Dutch florins (line 3),
- 100 Dutch florins buys $27.76 or 1,388.89 Belgian francs (line 9),
- 1 U.S. dollar buys 50 Belgian francs or 3.60 Dutch florins (line 1).

The figures are based on official exchange rates. The table, however, is no more than a rough desk tool. In all cases of close financial calculations, up-to-the minute information must be obtained from banks or finance institutions specializing in foreign exchange.

Country	Currency Units	Value in		$	£	Bfrs	Dkr	Ffrs	DM	£ s d	Lire	Hfl	Nkr	Esc	Pts	Skr	Sfrs
U.S.A.	Dollars	$	1	Read	25.32	50.00	6.91	4.90	3.98	-. 7. 2	621	3.60	7.15	28.57	60	5.19	4.32
Austria	Schillings	S	100	3.95	Inter-	197.47	27.29	19.35	15.72	1. 7.11	2,453	14.22	28.24	112.84	237	20.50	17.06
Belgium	Belgian Francs	Bfrs	100	2.00	50.64	national	13.82	9.80	7.96	-.14. 2	1,242	7.20	14.30	57.14	120	10.38	8.64
Denmark	Danish Kroner	Dkr	100	14.48	366.96	723.59	Com-	70.91	57.60	5. 2. 6	8,986	52.10	103.47	413.46	869	75.11	62.52
France	French Francs	Ffrs	100	20.41	516.73	1,020.41	141.02	earth	81.22	7. 4. 7	12,673	73.47	145.92	583.04	1,224	105.92	88.16
Germany	Deutschmark	DM	100	25.15	636.18	1,256.28	173.62	123.12	week.	8.18. 0	15,603	90.45	179.65	717.84	1,508	130.40	108.54
Great Britain	Pounds	£	1.-.-	2.80	71.49	141.18	19.51	13.84	11.24	It	1,753	10.16	20.19	80.67	169	14.65	12.22
Italy	Lire	Lire	1,000	1.61	40.77	80.52	11.13	7.89	6.41	-.11. 5	helps	5.80	11.51	46.01	97	8.36	6.96
Netherlands	Holl. Florins	Hfl	100	27.76	703.33	1,388.89	191.94	136.11	110.56	9.16. 9	17,250	you	198.61	793.61	1,667	144.17	120.00
Norway	Norw. Kroner	Nkr	100	13.98	354.12	699.30	96.60	68.50	55.64	4.19. 2	8,682	50.33	sell	399.41	839	72.56	60.39
Portugal	Escudos	Esc	100	3.50	88.62	175.00	24.19	17.15	13.93	1. 4.10	2,174	12.60	25.03	your	210	18.17	15.12
Spain	Pesetas	Pts	100	1.68	42.20	83.33	11.52	8.17	6.63	-.11.10	1,035	6.00	11.92	47.61	product	8.65	7.20
Sweden	Swedish Kroner	Skr	100	19.27	487.86	963.39	133.14	94.41	76.69	6.16. 6	11,965	69.36	137.76	550.48	1,156	world-	83.24
Switzerland	Swiss Francs	Sfrs	100	23.17	586.11	1,157.41	159.95	113.43	92.13	8. 3.11	14,375	83.33	165.51	661.34	1,389	120.14	wide.

Spaceball game now on way to South Africa

Cedar Rapids manufacturer signs agreement with Johannesburg firm

The new game of spaceball, recently introduced to the United Kingdom and to West Germany, is now going to South Africa.

A U.S. manufacturer from Cedar Rapids, Iowa, last month signed a licensing agreement for the manufacture of spaceball equipment, trampolines and gymnastic equipment in South Africa.

Spaceball is a combination of volleyball and basketball and is played on a trampoline. The game was demonstrated at recent U.S. Trade Center shows in London and Frankfurt.

George P. Nissen, president of the Nissen Corp. of Cedar Rapids, signed the agreement with R. Froehlich, director of Rons Trampoline Suppliers and Trampoline Co. of South Africa (Pty.) Ltd., of Johannesburg.

The agreement also provides for purchases of parts, exchange of technical know-how and visits of the South African firm's engineers to Nissen's Iowa factory.

Froehlich came to the Oct. 16-Nov. 1 show in Frankfurt specifically to meet Nissen and conclude the agreement.

The Johannesburg manufacturer reported that a growing market exists in South Africa for athletic and gymnastic equipment. Froehlich said Nissen's competitors there produce similar equipment but the quality does not correspond to Nissen's standards.

This, Froehlich said, is an important sales factor since athletes and interested end-users prefer first-quality equipment. The price factor, he said, is secondary.

His firm plans to import about $100,000 worth of various parts of trampolines and gymnastic equipment next year. The parts will be assembled in South Africa.

Nissen told the U.S. Consulate General in Frankfurt that business in South Africa has been on the upswing since 1960 and that the new deal will enable his firm to continue increasing sales there. Nissen said Froehlich's firm placed an order for $3,000 worth of equipment for immediate shipment.

Packaging exhibition scheduled for next spring in Amsterdam; plan business information center

U.S. manufacturers invited to send in business proposals; total of 34,000 visited MACROPAK exhibition in 1961

The 7th International Packaging Exhibition will be held in the RAI building in Amsterdam April 14-21, 1964.

This bi-annual trade fair, known as MACROPAK, is devoted exclusively to packaging materials of all types; machinery and materials for filling, closing, wrapping and labeling containers; and equipment for mechanical handling and internal transportation.

The last MACROPAK exhibition, held in 1961, was very satisfactory both to officials and exhibitors and there is reason to believe that the 1964 effort will be even more successful. The 1961 fair was visited by over 34,000 persons, 25% of whom were foreign.

The U.S. Consulate General in Amsterdam will operate a Business Information Center (BIC) at the exhibition. U.S. exporters of packaging products are invited to make use of the BIC to further the sale of their items in the European market.

Such firms can participate in this event by submitting Business Proposals by Jan. 30, 1964, to the Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C. 20230. To make use of this service please answer the questions below and submit with two copies, making reference to the MACROPAK fair.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by 25 pieces of material, brochures, catalogs, and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, price lists, and sales literature are appropriate. Price information should include cost-insurance-freight (c.i.f.) quotations.

Market profile—The Netherlands

Area: 12,865 square miles (comparable to combined size of Massachusetts and Connecticut).

Population: 11,952,887 (June 1963).

Chief cities: Amsterdam (866,342), Rotterdam (729,744), The Hague (605,876), Utrecht (256,332) in 1961.

Currency: Guilder (one guilder=$0.276).

Per capita income: $907 in 1962 ($2,366 in U.S.).

GNP: $13.01 billion 1962.

Value of foreign trade: Total exports, $4,580 million; total imports $5,343 million in 1962.

If you represent several firms, you may find it advantageous to submit a separate proposal for each client, with each specified by name and contact.

A booklet containing a summary of all proposals will be distributed in The Netherlands. A summary of 35 words or less of each BP should be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

Your Business Proposal should be accompanied by one of the following: (1) Department of Commerce Form IA 57 (registration of U.S. firms interested in international trade or investment), which may be obtained from the nearest Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

The Commerce Department will advertise and promote the sale of all U.S. lines received in BP form for the Business Information Center. These proposals will be summarized in Dutch, without identification or address, in a booklet to be distributed by U.S. commercial officers throughout the area before the Fair opens.

SECOND RETIREMENT: Selim M. Karagulla (left) retired in 1955 after a long and successful career with Sears Roebuck, then agreed to set up trade fairs overseas for the Department of Commerce. He recently retired for the second time and received a special award for his services from George Donat, Deputy Director of the Bureau of International Commerce. Karagulla speaks four languages.

Multi-lingual trade fair manager retires for second time; praised by colleagues

Selim M. Karagulla's second career typical of many ex-businessmen now aiding their country through service in commerce

By CLARK JONES
Staff Writer

Selim M. Karagulla, a U.S. trade fair manager who speaks four languages and who left behind a "set of memories" wherever he traveled, recently retired—for the second time.

The Turkish-born official, who spent the major part of his life with Sears Roebuck, came to work for the Department of Commerce seven years ago because of his language ability, among several other reasons.

"They wanted me for a trade mission to the Middle East," he said not long ago, "in time for the Damascus (Syria) Fair. I speak French, Turkish and Arabic, you see."

Any thoughts he had of returning at once to retirement were quickly put to rest. He was asked to stay on with what later became the Office of International Trade Fairs. With that office he handled the U.S. participations in Milan, Barcelona, Tunisia, Baghdad, New Delhi, and Cairo.

His retirement from government service drew numerous comments of praise from several of his former colleagues (in what is now the Bureau of International Commerce's Exhibits Participation Division). Some of their comments follow:

"Everyday was interesting with (Selim) Karagulla."

"He was a success from every angle."

"He has a nice way with people.

"He did—and does—a lot of good in his own quiet way.

"He had the knack of cutting through red tape. At the same time he was cognizant of the problems."

His language ability he would hide, one of his former colleagues remarked last week, until "a crisis arose." Just before the 1961 International Agricultural Exhibition in Cairo, Karagulla was discussing certain aspects of the fair with some local contractors. The Egyptians suddenly began to talk among themselves about the pros and cons of the fair.

The Egyptians were astonished, then amused, when Karagulla broke into their conversation. "Just a minute," he said in their tongue, I happen to understand your language."

Born in Mardin near the Iraqi border in 1895, Karagulla, whose surname means "Black Bullet," came to the U.S. in 1911, studied agriculture at Winona College in Indiana, then shipped overseas with the famed "Rainbow Division" in 1917.

After the war he went to work for Sears Roebuck and spent the next 35 years there except for two leaves of absence. In 1925 he went to Baghdad to take charge of the experiment station of the Diala Cotton Plantations, Ltd. In this job he helped raise the first cotton grown from modern U.S. cotton seed.

He returned to the U.S. two years later and was appointed district manager for Sears retail stores in New York and New Jersey. The Second World War brought about his second leave of absence and, in 1942, he was loaned by Sears to the Board of Economic Warfare to do preemptive buying in the Middle East. His headquarters were in Beirut.

He returned to his district manager position in 1944. Eleven years later he retired. In 1956 came the call from the Department of Commerce and the start of his "second career."

Commerce issues revised rules on farm shipments to East Europe

Exporters need special Maritime Administration permission to ship more than 50% of wheat on non-U.S. flag vessels

Revised regulations governing applications to export U.S. agricultural commodities to eastern Europe have been announced by the U.S. Department of Commerce.

The regulations are set forth in detail in Current Export Bulletin No. 883 of November 13, 1963, issued by the Department's Bureau of International Commerce.

As previously announced, at least 50% of the wheat and wheat flour will be exported on U.S. flag vessels. If a U.S. carrier is not available at reasonable rates, exporters must obtain prior authorization from the Maritime Administration to ship less than 50% on U.S. carriers. This restriction applies only to wheat and wheat flour.

Upon completion of shipping arrangements for wheat and wheat flour exporters must also notify the Maritime Administration of the export license number, the name(s) of the carrier(s), the carrier's flag of registration, and the quantity of the shipment.

In addition to certifying shipping commitments on license applications, exporters of wheat and wheat flour must include a statement that these commodities were produced in the U.S.

All details required

All details of the financing arrangements, including the names of participating financial institutions, must be included on the license applications. If the financing arrangements are not completed at the time applications are submitted, exporters must state on their applications that the Office of Export Control will be provided this information as soon as financing arrangements are completed.

Also, the Office of Export Control will now give favorable consideration to license applications of wheat and wheat flour in which the export transactions have not been registered with the Department of Agriculture at the time of submission of license applications, provided that exporters agree to notify the Office of Export Control promptly when registrations are made.

As previously announced, no exporters will be permitted to sell more than 25% of the total quantity expected to be purchased in the U.S. The Bureau pointed out that the 25% restriction was, and still is, applicable only to the licensing of wheat and wheat flour.

Licensing provisions

Licensing provisions for exports of all other agricultural commodities include the following:

Exporters of agricultural commodities other than wheat and wheat flour are now required to certify on their license applications only that

(1) the terms of sale will be cash or normal commercial credit; that

(2) the commodities for export will not be financed under Public Law 480; that

(3) the sale does not involve the exporter in any barter arrangement; and

(4) that the commodities were produced in the U.S.

Exporters are also required to disclose on their applications the specific terms of sales (cash, credit and credit terms), and other details of the financing arrangements, including the names of participating financing institutions.

If financing arrangements are not completed at the time exporters are ready to submit applications, they must state on the application that the Office of Export Control will be provided this information as soon as financing arrangements are completed. These revisions apply to any agricultural commodity subject to license other than wheat or wheat flour.

Exporters are required to give the Collector of Customs an additional copy of the Shippers Export Declaration upon clearing a shipment of any agricultural commodity moving to an eastern European country under the authority of a validated license.

Current Export Bulletin No. 883 may be purchased for 25 cents from Department of Commerce field offices and from the U.S. Department's Office of Administrative Operations, Sales and Distribution Section, Room 1060, Washington, D.C. 20230. Remittances should be made in cash, money order, or coupons issued by the Superintendent of Documents, U.S. Government Printing Office.

U.S. firm to study reclamation of arid Argentine wasteland

AID foots half of survey bill; land would be resold to farmers

A U.S. firm will explore the possibility of converting about 10,000 acres of arid Argentine wasteland into fertile farms.

Alcan Pacific Company of Sacramento, California, an Alaskan corporation with diversified experience in construction contracting, will conduct a 6-week survey of the Alto Valle region in Rio Negro Province south of Buenos Aires, in the hope of making an initial investment of $894,000.

Consistent with an Alliance for Progress objective of stimulating private investment in Latin America, the Agency for International Development has authorized a participation grant of $14,500, equal to 50% of the survey cost. If the company undertakes the land development project within 3 years, it will refund any payments made under the grant.

Depending on the findings of the survey, Alcan Pacific will consider installing an irrigation system and facilities for producing, processing, and marketing farm products in Argentina and overseas.

Following the conversion of the land to agricultural uses, it will be subdivided into farm units and sold to Argentine farmers. Alcan Pacific will assist the landowners in forming a cooperative for marketing their products.

If survey results are favorable, Alcan Pacific estimates that the civil engineering and irrigation costs will require about $1.8 million in development capital. The company expects to secure about one-half of this amount, equal to $900,000 in pesos and dollars, from public and private lending institutions.

Hodges announces guidelines for USSR wheat shipments

Shipping rates from Atlantic, Gulf ports depend on ship's tonnage

Secretary of Commerce Luther H. Hodges has announced that the Maritime Administration has extended previously established PL480 guideline rates to shipping rates for the carriage of wheat to the USSR from North Atlantic and Gulf ports of the U.S. on vessels from 10,000 to 15,500 deadweight tons.

For vessels from 15,600 deadweight to 30,000 deadweight, the fair and reasonable rate has been determined to be 20% below those for the smaller ships.

Above 30,000 deadweight, the rate will be determined on specific ships as required.

The Secretary also announced that the Maritime Administration is continuing its present guidelines for PL480 cargoes (agricultural surpluses) in vessels of 10,000 to 15,500 deadweight tons. These remain the same as previously. During the past year, actual rates have ranged from 20%-40% below the guideline rates for the 10,000-15,500 deadweight sizes.

Guidelines for over 30,000 deadweight ton ships will be subject to consultation on specific shipments, which has been established procedure.

The fair and reasonable rates determined as applying to PL480 cargoes are arrived at on the same basis as those which will apply to shipments of wheat to the USSR.

The rates will be published in the Federal Register and will be effective from November 8, 1963.

$4.5 million credit helps Iran buy U.S. highway goods

The Export-Import Bank has authorized a $4.5 million credit to Iran for purchases of American highway maintenance equipment and technical services.

Under the new credit Iran will purchase a number of trucks, truck tractors, loaders, motor graders, rollers, tankers, asphalt kettles, crushers, dozers, portable asphalt mixers, and other modern American road maintenance equipment. In addition to mechanical equipment a portion of the credit will meet the costs of technical services to be performed in Iran by the U.S. Bureau of Public Roads.

The loan will assist in financing Iranian procurement requirements for the first year of an $18 million, 5-year highway maintenance program. It is the fourth Eximbank credit for the development of a modern highway maintenance system in Iran. Three previous credits for the same purpose totaled $14.5 million.

As the previous credits have done, this loan will assist Iran in establishing a modern nationwide highway maintenance organization of well trained technical personnel properly equipped to maintain the nation's highways. Such an organization is considered of prime importance in assisting the development of Iran's economy by providing ready access to domestic markets and modern communications facilities for the country's developing industries.

$7 million AID loan to assist Chile build new seaport

Will serve nation's 2nd largest industrial area; funds will buy U.S. goods and services only

The U.S. will help Chile build a new seaport designed to spur the growth of "waterfront industries." The Alliance for Progress project is part of Chile's 10-year Development Plan.

The new deep-water port will cost $10.5 million, of which the Agency for International Development will lend the Chilean Port Authority (EMPOCH) $7 million. It will be known as Puerto San Vicente located at the northern end of San Vicente Bay, adjacent to Chile's second largest industrial area. It is scheduled to be in full operation within 3 years after construction begins. Estimated initial capacity will be 560,000 tons of cargo per year.

The entire $7 million loan will be used by Chile to purchase goods and services from the U.S.

AID funds will help build a wharf 1,842 feet long with a depth of 40 feet alongside, sufficient to handle 3 large vessels simultaneously; a cargo-handling area of 60 acres; 3 warehouses; rail spurs, roads, water sewer and electric lines. Financing is to include cargo-handling equipment, spare parts and repair shop tools.

Italian traders, firms lose U.S. export privileges

Shipped U.S. electronic goods to USSR for several years

International Export Company, Rome, Italy, and the firm's principal officials, Guido Benigni and his son, Giorgio Benigni, have been denied all U.S. export privileges for the duration of export controls for illegally transshipping U.S.-made goods to the Soviet Union.

Also named in the denial order issued by the Commerce Department's Bureau of International Commerce, effective November 14, 1963, are Guido Benigni's wife, known also as Mrs. Eura Pannaggi, and 2 Rome firms, Commerciale Elettrica Romana and Interelettronica Italiana, which the Benignis own and control.

The Bureau's order was based on evidence that over the past several years the Benignis acted as intermediaries in procuring a variety of U.S. goods and equipment for Soviet bloc customers. Most of the commodities which they purchased were in the electronics field, such as measuring and testing equipment. The Benignis were aware that U.S. export control law prohibited the unauthorized resale and shipment of the goods to Soviet bloc countries, and they acted in wilful disregard of these restrictions.

Other superseded

The permanent denial order supersedes temporary denial orders in effect since March 8 against the Benigni group pending completion of the Bureau's investigation and findings. The Benignis did not contest the Bureau's compliance proceedings against them.

The order prohibits Guido Benigni, the other named individuals and companies, and all persons and firms now or hereafter related to them in the conduct of trade, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal in any respect with them or on their behalf with respect to such goods; to do so would subject such parties to a similar denial of U.S. export privileges.

Dominican Republic proclaims legislation to encourage industrial development

'National Committee' will hold public hearings on tax exemption proposals, recommendations

A Dominican Republic law to encourage industrial development was proclaimed October 8.

The law follows closely one which former President Bosch had sent to the Congress September 25, but it is more protective of domestic industry.

According to the U.S. Embassy in Santo Domingo, two major changes were introduced; one providing for a "National Committee on Exonerations" to hold public hearings on proposals for tax exemptions and to make recommendations to the government; and the other dealing with exonerations from income tax. The Bosch version had provided for exemption from income tax of up to 50% of the investment in plant and machinery. The new law allows a higher exemption for up to ten years at the discretion of the Administration.

Applications for exoneration will be routed first to the Committee for screening. It must hold public hearings three times per month if requests are pending and must give five days advance notice of hearings. Contracts between the government and domestic or foreign enterprises that include tax exonerations will also be reviewed.

Tax benefits, contained in Article 3, are authorized for industries which: 1) utilize national raw materials; 2) produce products for Dominican agriculture; 3) substitute for imports; 4) meet requirements permanently needed by the internal market; 5) establish an external market; 6) provide some necessary stage for the above; 7) produce capital goods.

Tax benefits will be denied to industries which: 1) require tax treatment not already enjoyed by existing or developing competitors; 2) make false claims regarding savings in foreign exchange; 3) produce or utilize goods in a lower stage of processing than that of already existing industry.

Tariff and other customs duties and charges and internal consumption taxes may be waived up to 98% for a period of up to ten years on imports of machinery, and spare parts; raw materials, semi-finished materials or products in a state of partial manufacture; containers and packing materials; fuels and lubricants except gasoline, used strictly for the industrial process.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Internal production and sales taxes are also exonerated, under the same terms, for products produced for export. An extension of five years may be granted for some categories of imports. The 2% not subject to exoneration is the minimum retained to cover government expenses.

Total income tax exoneration for a period of up to eight years may be granted to new industries which fabricate products not being produced in the Dominican Republic at the time, but will not be granted for assembly or repair operations.

The criteria to be applied in judging requests for exonerations, include contribution to national output, effect on balance of payments, effect on employment, local market, geographical location, and social benefits. The law also protects domestic industry against exonerations on items produced in the Dominican Republic in quantity, quality, and at prices judged to be competitive by the Secretary of Industry and Commerce, and permits the extension of the law to enterprises containing foreign capital if Dominican capital has the option to buy at least 50% of the investment.

Benefits are limited to enterprises which submit themselves to the jurisdiction of Dominican law and courts. The foreign investor must offer at least 50% interest to Dominicans and hold the offer open for two years. Enterprises receiving benefits are further required to train Dominican technicians. The law grants the same privileges to existing enterprises as those granted to their new competitors, and denies the benefits of the law to monopolies.

Further information may be obtained from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, where a copy of the law in Spanish is available on loan basis.

Dominican Republic exempts basic foodstuffs from duties

The Dominican Republic exempts from all customs duties and taxes a list of basic foodstuffs in accordance with an announced policy of reducing prices on articles of basic necessity.

At the same time, increased taxes were imposed on alcoholic beverages.

The foodstuffs exempted include fresh or frozen meats, dried beef, smoked and salted fish, prepared cereals for food, canned soups, canned fish and condensed or dried milk.

Argentina adopts new tariff based on Brussels system

New customs tariff schedules applying to imported merchandise have been adopted by the Argentine Government, the U.S. Embassy at Buenos Aires reports. The schedules follow the Brussels nomenclature system (INTERNATIONAL COMMERCE, Nov. 4, 1963, inside front cover).

The new rates, largely a composite of current tariff rates plus existing surcharges combined into a single-column ad valorem figure, will apply to all merchandise arriving in Buenos Aires on or after January 1, 1964.

The new ad valorem rates are to be applied on the invoice (presumably the c.i.f.) or official "index" value of the merchandise, whichever is higher. Questions on the tariff schedules may be addressed to the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, where a copy of the new tariff is on file.

Law harmonization on cocoa, chocolate proposed by EEC

Draft directive submitted to Council of Ministers

The Commission of the European Economic Community (EEC) has submitted to its Council of Ministers a draft directive for the harmonization of member-state legislation on cocoa and chocolate.

This is the first directive for harmonizing laws relating to a specific food product, establishing standard definitions and common rules for the composition, manufacture, packaging and labeling of these products.

Chocolate consumption and production have increased markedly since 1950 in the six EEC countries. In contrast, intra-EEC trade in these products has been developing at a much slower pace than for other products. It is suspected that a major cause for this may be that the production and marketing of chocolate products are subject to strict and divergent national regulations concerning the raw materials used and the composition of finished products.

In working out the common definitions, the Commission considered two important principles; quality of the products and protection of the consumers had to be assured, and care had to be taken to avoid hampering trade. As a result, a fairly detailed set of specifications was adopted.

The provisions relating to the quality of raw materials are intended to ensure that public health is safeguarded and that certain economic factors such as prices and established manufacturing techniques are respected.

Standard weights are prescribed for bars and blocks of chocolate. The principle followed in the labelling provision has been to give the consumer the information he needs in a language he understands. To avoid translations that are not absolutely necessary, a system of easily comprehensible signs (asterisks) has been proposed for chocolate of a given composition.

Following adoption by the Council, member states will have periods of one to four years to comply with the various provisions of the directive.

Imports of these products for consumption from non-member countries will also be covered by the provisions of this directive. Neither pharmaceutical nor cosmetic products are included.

Copies of the draft directive, in the French language, are available from the European Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

New drug regulations published in Spain

Regulations governing the manufacture, registration and sale of pharmaceutical products, cosmetics, and domestic pesticides in Spain were published in the "Official Bulletins" of October 7 and 16.

The regulations will allow again registration of new products, generally halted in February 1962.

Imports of pharmaceutical products are allowed only after the product has been registered with the Directorate General of Public Health. The registration of foreign products is subject to the same regulations as domestic products.

In February 1962, the Government canceled the procedures for licensing new products while the new basic regulations were being prepared. It can be expected that many new drugs will now make their appearance on the Spanish market. The new drug regulations allow producers to set their own prices, provided there is no objection from the Government.

The new law also sets higher sanitary requirements and standards for producers which may adversely affect many of the smaller companies. There are reported to be from six hundred and fifty to seven hundred pharmaceutical companies in Spain, many of which are very small.

UAR raises duties on wines, beverages

The United Arab Republic (Egypt) has increased the import duty on beer from 150 percent ad valorem to 200 percent.

The duty was increased from 200 percent to 250 percent on wines (except sparkling wine, vermouth, and perfumed wines); and on all other fermented and alcoholic beverages, including distilled beverages, the duty was increased from 300 percent to 400 percent.

The duty on ethly alcohol of less than 80 degrees remains at 100 percent ad valorem.

Tanganyika passes bill to guarantee foreign investors

Certificates of protection hinge on Finance Minister's approval

Tanganyika's National Assembly has passed the long-awaited Foreign Investment (Protection) Bill providing certain statutory guarantees to foreign investors.

The Bill was originally introduced in the June session of Parliament and published in "The Tanganyika Gazette" dated June 14.

Under its provisions, the Minister of Finance is empowered to grant certificates to foreign nationals who invest assets or reinvest their profits in Tanganyika, providing he believes the investment will benefit the country. Each certificate would specify the enterprise concerned, the proportion of foreign investment to total investment and the relevant foreign currency.

When approved status is granted, the investor is guaranteed the right of: a) transfer out of Tanganyika in the relevant foreign currency of the profits (after taxation) from the investment, his share of the proceeds of the sale of the relevant enterprise, and the principal and interest of any loan specified in the certificate; b) payment in the relevant foreign currency and transfer out of Tanganyika of full compensation in the event of nationalization or expropriation of the relevant enterprise.

Copies of the law are available on loan from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or from any Department of Commerce Field Office.

Citrus juice, grapefruit import quotas set by U.K.

Quotas for imports of canned grapefruit and citrus juices from the dollar area for the year October 1, 1963, through September 30, 1964, have been announced by the British Board of Trade.

The quotas, unchanged from 1962-63, are canned grapefruit, $1,260,000 c.i.f., and grapefruit juice and orange juice, $840,000 c.i.f.

Businessmen in Calcutta, India plan manufacturing projects, ask help from U.S. concerns

Joint ventures proposed for new plants to make bicycle tires and tubes, synthetic staple fibers and plastics working machinery; firms granted industrial licenses

Businessmen in Calcutta—an area with ample power, water, transportation facilities and labor—are planning a number of new industrial enterprises. Growing domestic demand for many products remains largely unsatisfied because of import restrictions or because local manufacture is either limited or non-existent. The following investment opportunities are among the more attractive in the area and seem to indicate excellent potential for American investors.

★ A U.S. firm with technical know-how and capital to provide American equipment is sought by an established Calcutta industrial firm as a participant in a proposed joint venture to manufacture plastics-working machinery.

The Indian firm has been granted an industrial license by the Indian Government to set up the plant. It sees a good market—possibly as large as $20 million over the next 5 years—for injection-molding machines ranging in capacity from 2 to 32 oz., extruders for thermoplastics from 35 to 120 mm. capacity, compression-molding presses from 10 to 150 tons capacity and allied equipment.

No local manufacture

Although some hand-operated machines are manufactured locally on a limited scale, no machinery of the types described is produced in India and foreign exchange for imported equipment is difficult to obtain.

The Calcutta firm, established in 1944, is capitalized at the local-currency equivalent of nearly $1 million. At present, it manufactures steel files, industrial furnaces, steel structures, carbon-dioxide gas and ice plants.

Capitalization of the proposed new venture is set at the local-currency equivalent of about $850,000. The projected output is evaluated at $2 million a year for all the machines combined.

U.S. capital participation is invited to the extent of the cost of the machine tools and equipment required plus technical assistance such as engineering drawings, specifications and production know-how. With respect to technical assistance, however, the Indian firm is prepared to consider paying an equitable lump sum or royalties on total output or any other reasonable method of payment the prospective American investor may wish to propose.

Firms wishing additional information relating to this investment opportunity should write to Bureau of International Commerce, Office of International Investment, File 4-3559-1-D, Washington, D.C. 20230.

Now an import market

★ An Indian textile manufacturer seeks American participation in the form of machinery and technical know-how to build and operate a plant to manufacture synthetic staple fibers. The plant, for which an industrial license has been granted by the Indian Government, would initially produce 6 to 10 tons daily.

At present India's requirements for synthetic fibers are met by imports valued at about $16.8 million annually.

For further information, write to Bureau of International Commerce, Office of International Investment, File 4-2824-1-D, Department of Commerce, Washington, D.C. 20230.

★ Another Calcutta firm seeks to arrange a joint venture involving a total investment of around $600,000 to manufacture bicycle tires and tubes. An annual production capacity of 1 million tubes and tires is projected.

U.S. technical and financial participation are requested in the form of know-how, patents, designs and technical personnel, as well as capital to the extent of the value of machinery and equipment to be imported. In exchange, stock in a new joint-stock company is offered equivalent to the value of services and machinery furnished. The Indian company estimates that U.S. capital participation would amount to about $210,000.

An industrial license has been granted the company by the Indian Government. Since imports of bicycle tires and tubes are banned by India, this project offers excellent potential to an interested investor. In addition, a sharp rise in demand for bicycles and replacement parts is anticipated.

For additional information, write to Bureau of International Commerce, Office of International Investment, File 4-3011-1-D, Department of Commerce, Washington, D.C. 20230.

U.S. refrigerator license requested

Syrian company wants to boost output; growing market seen

The Syrian firm of Ba'albak and Smadi and Company, No. 84, Fardoss Street in Damascus wishes to conclude a licensing agreement with a U.S. firm for the local assembly of 6,000 to 8,000 electric refrigerators annually under a U.S. brand name and specifications.

The firm is considered to be one of the two leading assemblers of refrigerators in Syria. It is now assembling about 3,000 refrigerators annually from West German components under the brand name of BARADA. The firm is said to possess adequate facilities for increasing production to 10,000 units annually.

Assembly experience

The firm's assembly plant is located in Housh Blass, a village 5 miles south of Damascus. It is reported to be fairly large and adequately equipped. The firm's management is experienced in this line of assembly and supervises all engineering and management aspects of the business.

Because of the present ban imposed on imports of refrigerators into Syria, the

local market could absorb an estimated 15,000 refrigerators annually in the next 10 years if prices were reduced and the quality improved.

Approximately 6,000 refrigerators were assembled and sold locally during 1963, compared with 4,000 units in 1962 and 1,000 units in 1961, according to official industrial circles.

Interested American manufacturers are invited to write to the firm at the address indicated above.

Toolroom, watch and clock plant wanted in India

Joint ventures indicated, call for capital and equipment

Manufacturing plants are proposed by 2 Indian groups to establish tool-production facilities and a watch and clock factory. Joint-venture arrangements are proposed for the 2 new projects.

Timepieces. An established Indian firm engaged in the assembly and repair of clocks and watches is seeking a U.S. partner to establish a plant for the manufacture of a large range of timepieces.

The firm would like the U.S. participant in the venture to provide required equipment such as electroplating and welding machinery and lathes estimated to cost $100,000. Write to Andrew Francis Rodricks & Bros., P.O. Box 60, Vasco da Gama, (Goa) India.

Tool room. An industrial-engineering consultant seeks U.S. capital to establish a tool room in Bombay for the manufacture of such production aids as complete jigs, gages, dies, punches, templates, cutting tools, machine attachments and accessories.

Such facilities, reportedly, are not readily available to small and medium-size Indian manufacturers and their tooling requirements must be satisfied from abroad.

Total cost of the tool room, that would be established on a joint-venture basis, is estimated at $250,000. Interested U.S. investors would be required to provide $80,000 of the capital requirement.

For further information, write to Bureau of International Commerce, Office of International Investment, File 4-3545-1-B, Department of Commerce, Washington, D.C. 20230.

Small steel manufacturing plant urged

Ecuadoran development agency stresses need; new plant could operate on a non-taxable basis for first 5 years of production

In a recent survey, The Ecuadoran Development Center (CENDES) expresses confidence in the practicality of establishing a small steel plant in Ecuador. Such a plant could first produce on the basis of imported ingots but would later switch to scrap metal.

The mill would fall into the "special" category under Ecuador's Law for Industrial Development and would thus enjoy the benefits of no taxation for the first 5 years of production, no import taxes on machinery or replacements for the following 5 years and accelerated depreciation of the value of the machinery for later tax purposes. The industry would, however, be required to concomitantly establish or expand a power source of sufficient capacity to operate the plant.

Dependent on imports

Ecuador has been entirely dependent on imports to fill its needs for construction steel, primarily from the Benelux countries and West Germany. The quantity imported has grown rapidly and steadily in the last decade, with a high in 1962 of 16,500 metric tons.

Of the 1961 imports, 79.8% of the construction steel was bought in the form of tubes, 6.8% in angles and 6.7% in plates. The remaining 6.7% includes all other forms of structural steel. CENDES foresees a 1970 structural-steel demand of 39,000 metric tons—double the 1962 consumption.

Firms wishing to obtain copies of the Spanish-language survey should write CENDES, P. O. Box 2321, Quito, Ecuador. After studying the survey, firms interested in further examining the project and considering the desirability of an investment survey, should write for details of this program to Bureau of International Commerce, Office of International Investment, File 2-3323-1-B, Department of Commerce, Washington, D. C. 20230.

British firms seek output of varied equipment

U.S. licenses are wanted by two British companies in order to produce several types of industrial and consumer equipment.

One manufacturer seeks a license from a U.S. firm to produce such items as laboratory equipment, filtration equipment for many types of liquids, beverage-dispensing equipment and products of a similar kind.

Write to JWB Engineers, Ltd., Lower Road, Chalfont-St.-Peter, Bucks.

A license is sought for the manufacture of magnetic vibratory equipment complementary to company's own production of electrical vibratory equipment activated by eccentric weights.

British Manufacture & Research Co., Ltd., Springfield Road, Grantham, Lincolnshire.

Household appliance output requested by Danish firm

A Danish firm seeks a license from a U.S. manufacturer for the production of household appliances and major kitchen appliances, with the exception of refrigeration equipment.

The company is also interested in taking over the tools and specialized manufacturing equipment for the production of such appliances.

Write to Atlas A/S, 160 Lundtoftevej. Kgs. Lyngby, Denmark.

Output of fuses, meters roadbuilding units asked

Three German companies are interested in manufacturing asphalt roadbuilding equipment and truck bodies, safety fuses and impulse counters or meters under licensing arrangements.

- License sought to produce **asphalt roadbuilding equipment** such as asphalt-preparing machines, asphalt-spraying machines, rollers and other welded sheet-metal products and garbage truck bodies.

  Write to Peter Marx & Co. GmbH, 6536 Langenlonsheim/Nahe, Frankfurt.

- Manufacturer seeks a license from a U.S. firm for the production of low-voltage **heavy-duty safety fuses** with U.S. and Canadian specifications.

  For details, write to Wolfes & Weisse GmbH, Wittlich/Mosel, Germany.

- License sought for the production of **electrical impulse counters** or meters under U.S. license.

  Inquire of Siegfried Link, Zaehlerfabrik, 6103 Griesheim bei Darmstadt.

Diverse Malaysian openings pinpointed in wood products, appliances, steel and several land-development projects

Joint ventures specified for final group of reports from recent U.S. Trade Mission; industrial park, department store, hotel, dairy farm and rubber development cited

A variety of opportunities for American companies highlight the final report from the October U.S. Trade Mission to Malaysia. These openings represent the completion of the Trade Mission's survey in Malaysia before moving on to Hong Kong. (Three earlier Mission reports appeared in the Nov. 4th, 11th and 18th issues of INTERNATIONAL COMMERCE).

Any correspondence relating to the opportunities described below should carry the appropriate identifying interview report number listed in parentheses after the address.

Venture in Singapore

2426 Furniture dimension stock & hardwood flooring

An established firm, experienced in the manufacture of mosaic-type block flooring is interested in increasing production for export. In addition, it seeks a joint venture in order to manufacture furniture dimension stock. Reportedly, only limited capital and moderate technical assistance would be required.

For further information write to Bureau of International Commerce, Office of International Investment, File 3-2426-4-B, Department of Commerce, Washington, D.C. 20230. (IR 412)

2093 Vegetable oils

A Sandakan firm, interested in a joint venture, has 5,000 acres of land for agricultural purposes. Palm-oil production is contemplated. Write to Ngui Ah Kui & Company, Ltd., P.O. Box 64, Sandakan, Sabah, Malaysia. (IR 341)

2432 Veneers & plywood

- An established firm in Sandakan is interested in a joint venture to establish timber-processing facilities in Sabah, particularly in veneer, with plywood and chipboard production to follow. The firm's parent company is an agent for a concern which has a 1,000-square-mile timber concession in Sabah.

The potentialities of this opportunity suggest investigation through the medium of AID's Investment Survey Program. For further information, write to Bureau of International Commerce, Office of International Investment, File 3-2432-5-B, Department of Commerce, Washington, D.C. 20230. (IR 337)

- An established firm of loggers and sawmill operators in Sabah, Malaysia, plans to expand its operations to include the manufacture of veneers, plywood and allied products. The firm is prepared to provide the major share of the operating capital. It proposes a joint venture with an American firm able to supply the know-how, required machinery and equipment and a limited amount of capital.

Write to Mr. C. C. Kwan, Man Woo Loong Company, P.O. Box 7, Sandakan, Sabah, Malaysia. (IR 339)

- A local furniture maker and supplier of interior-decorator items proposes a joint venture for the manufacture and export of plywood from North Borneo. The firm seeks a U.S. manufacturer willing to help launch this new enterprise by providing capital, machinery and equipment as well as know-how.

Write to Mr. T. S. Fong, Borneo Hong Kong Wood Works, Machinery & Engineering Co., Ltd., P.O. Box 320, Jesselton, Malaysia. (IR 314)

3211 Flat glass
3519 Diesel engines
6551 Developers

An established Sarawak firm active in the timber, saw mill, real estate and construction fields is interested in expanding into other areas. It would welcome joint ventures for producing window glass, rebuilding diesel engines and developing an industrial park.

The firm is also interested in obtaining U.S. participation in the construction and management of a 200-room hotel and a department store in Kuching. The town has a population of around 70,000. Write to Sarawak Enterprises Corporation, 280 Padungan Road, Kuching, Sarawak, Malaysia. (IR 303, 304, 306, 369 and 373)

3316 Steel sheets

A joint venture or licensing arrangement for a small rolling mill is considered worthy of investigation by experienced American firms. For further details, write to Singapore Economic Development Board, Fullerton Bldg., Singapore, Malaysia, attention of Mr. Lim Ho Hup. (IR 419)

3585 Air conditioners
3634 Electric appliances

A Kuching firm is interested in a joint venture or licensing arrangement to assemble a U.S. line of air conditioners, electric fans and electric motors. Reportedly, the firm can obtain pioneer status.

Write to South East Asia Enterprises, 18 Khoo Hun Yeng Street, Kuching, Sarawak, Malaysia. (IR 407)

6551 Developers

- A Sarawak real estate firm with over 10 acres in the heart of Kuching seeks a joint venture to develop the property. Write the Borneo Company, Kuching, Sarawak, Malaysia. (IR 307)
- A Jesselton, Borneo firm seeks U.S. financial and technical participation in a joint venture to develop over 1,400 acres of land about 50 miles from Jesselton. Palm oil, rubber and timber production are contemplated, in addition to a dairy farm. Write New Padas Valley Estate, P.O. Box 29, Jesselton, Sabah, Malaysia. (IR 308)

Meat-industry techniques wanted by Auckland firm

A manufacturer in New Zealand wishes to expand its current engineering operations to service the planned meat-industry development. Desires joint venture or licensing arrangement with American firm who can supply the latest processing techniques, plant design or machinery and equipment.

Write to Mr. James J. Drewry, c/o Mason Brothers, Ltd., Pakenham St., (P.O. Box 1633) Auckland C.1.

Packaging-material venture sought by Belgian concern

A joint venture is sought for the manufacture of corrugated and plastic packaging material. The Belgian firm seeks know-how, technical assistance and raw materials in exchange for management, marketing and experience.

Write to Belgian Industrial Information Service, 50 Rockefeller Plaza, New York, N.Y. 10020.

Madagascar firm seeks antibiotics, drugs

The firm, Henri Rakotobe & Cie., Droguerie Generale de Madagascar, Boite Postale 125, 7 Ave. de l'Independance, Tananarive, wholesaler of drugs and pharmaceuticals, wishes to act as agent or distributor of U.S. suppliers of antibiotics and other drugs.

This firm has received a tender from Pharmacie Centrale de la Direction Generale de la Santa Publique, Tananarive, for 59 items of pharmaceuticals, principally antibiotics. Included in the tender are such items as aureomycin, bipenicillin, colimycin, dihydrostreptomycin, neomycin, penicillin G, streptomycin, terramycin, and tetracycline. These medicinals are desired in quantities varying from 200 boxes to 6,500 boxes; and in various types and forms including tablets. ampoules, ointments, injections.

Other items desired are: isoniazide, kamycine-kanamycine; 10,000 kilos P.A.S.; tifomycin tablets; and chloramphenicol in 7 forms, quantities varying from 200 to 3,160 boxes and 1,050 bottles.

The firm would like to know the fob prices, American ports, for the various items, including cost and freight, and requests pro forma invoices. A WTD report dated October 24, is available from the Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230. Correspondence in French is preferred.

The bid deadline is December 31. Copies of the complete specifications in French are available on loan to firms located in the U.S. from BDSA, Rm. 4421, Department of Commerce, Washington, D.C., 20230; (Telephone: 202-WO 7-3394).

Iraqi Government asks bids on pharmaceuticals

The Ministry of Defense, Baghdad, has issued tender No. MED/3/1963 for 450 items of pharmaceuticals and related medical products.

Among the items are the following: injectables: adrenalin, 10,000 boxes; antihistaminic, 30,000 boxes; antispasmodic, 10,000; others in quantities varying between 500 and 30,000 are: atropine sulfate, butazolidine, ephedrine, hydrocortisone, insulin, morphine, sodium pentothol, pethidine, phenobarbitone, pronestyl, prednisoline, and various vitamin preparations.

Medicinals in tablet form to be purchased include: A.P.C., aspirin, various amphetamines and analgesics, antihistamines, antispasmodics, sulonamides, procaine amides, meprobamate and other tranquilizers, thyroid, various vitamins and xylocaine.

The tender also includes caffeine, codeine phosphate, gentian violet, phenacetin, procaine hydrochloride, zinc oxide, and other medicinals in powder form.

Various liniments, cod liver oil, citronella, bella donna, camphor, opium and stramonium also appear in the tender; as well as various eye and ear drops.

Other miscellaneous items included in the tender are: administration sets for blood plasma and serums; dried human plasma with solvent; empty glass medical bottles and pill boxes, needles; wound clips, and tubular knitted bandages.

Prices should be quoted fob Basrah, c&f Basrah, or c&f Baghdad. Bids must be submitted by December 22 to the Directorate of Contracts and Purchase, Ministry of Defense, Baghdad. Terms and specifications are available from that authority upon payment of $1.40 (1D 0.500).

A copy of the specifications is available on loan to firms located in the United States from the Chemical and Rubber Division, BDSA, Rm. 4421, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-3394.

Mozambique wants cranes

The Director of Port Services has issued tender no. 1/64, bid deadline Feb. 17, 1964, for twelve 5 ton and two 10 ton electric cranes. Bids should include supply and installation of the cranes in Lourenco Marques.

Terms and specifications are available for $2.10 plus $4.37 to cover airmail charges to the U.S. from the issuing authority Servico de Armazens Gerais, Direccao dos Servicos dos Portos, C de Ferro e Transportes, Caixa Postal No. 2119, Lourenco Marques.

One copy of the specifications in Portuguese is available on a short term loan basis to firms domiciled in the U.S. from B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

SHAPE seeks bids for cellulose, masking tape

Bids for cellulose and masking tape have been asked by the Purchasing and Contracting Officer, Supreme Headquarters Allied Powers Europe (SHAPE).

SHAPE invitation to Bid No. 4-64 specifies various quantities of transparent and colored self-adhesive cellulose tape in rolls. The invitation to bid also specifies: opaque, paper-backed masking tape, 1" x 60 yards.

The closing date of this bid is December 9. Attention is called also to SHAPE bids, 1, 2, and 3-64 for office stationery and supplies (IC Nov 18, pp 23).

Copies of the bid documents with instructions and additional information are available from BDSA, Rm. 4203, (Attn: R. C. Parker), U.S. Department of Commerce, Washington, D.C., 20230.

Bids for potash invited

The Irish Sugar Co. of Dublin invites bids for 6000 tons of high grade, free flowing granular potash for delivery in January 1964. In addition, this company is interested in making arrangements to buy 20,000 to 30,000 tons of potash a year, beginning in 1964.

The Irish Sugar Company desires to deal directly with American producers in order to avoid unnecessary delays.

Offers with specifications should be made to the Irish Sugar Company, Dublin, Ireland.

Pakistan invites bids for air conditioning equipment

Mr. F. Rizwi, Purchase Coordinating Officer, Telegraph and Telephone Directorate General, Block No. 48-A, Government Offices, Shahrah-i-Iraq, Karachi, has announced two tenders for the procurement of air conditioners with a bid deadline of December 4.

Tender No. pur. 23-4/63/513 is for two absorption type airconditioners to be used in the Telecommunications Building, Hyderabad; tender No. pur. 23-4/63/514 is for two central packaged type air conditioners to be used in the Telecommunication Building, Rawalpindi.

The units should be heavy duty chilled water absorption type equipment with a capacity of 1,200,000 BTU's/hr. distributed over two equal units of 600,000 BTU's/hr. The equipment must be complete with chilled water fan coil units, cooling tower, controls and thermostats to maintain the uniform ambient temperature.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

UAR requires postal mechanization equipment

The Ministry of Communications, Egyptian Postal Administration, is requesting bids on tender No. 998-1/65 with a closing date of Feb. 21, 1964, for mail handling equipment for the Alexandria Main Sorting Office.

Drawings and specifications are available for the chain and belt conveyors as well as for the required associated equipment. Re-design is possible if the manufacturers can offer a more suitable method.

Requests for information may be sent to: Postmaster General, Postal Organization, Ataba Square, Cairo.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO-7-5589).

Turkey seeks bids for electric motors

The Cement Industrial Corporation of Turkey is inviting bids for the supply of electric motors and other related equipment to be purchased for the Elazig, Soke and Afyon cement plants. The equipment required includes 65 three phase, 50 cycle, squirrel cage, AC motors rated from 1 to 50 hp. and 24 three phase, 50 cycle, slipring AC motors rated from 50 to 1,072 hp.

The bid deadline is December 9.

Tenders are to be submitted to Turkiye Cimento Sanayii T.A.S., 211 Ataturk Bulvari, Ankara.

Specifications are available for review only in Rm. 4124, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

Two cane sugar mills wanted by Pakistan

The Chief Purchase Officer of the East Pakistan Industrial Development Corp., EPDIC House, Motijheel, Dacca, invites tenders for two double sulphitation cane sugar mills, semi-electric driven, 1,000/1,200 tons cane per day of 22 hours.

The sugar mills will be set up in the districts of Jessore and Dinajpur and should be designed for easy expansion to a capacity of 1,500 tons of cane per day.

The bid deadline is December 16.

Bids should be addressed to the above address and clearly marked, "Quotation for Sugar Plants," (tender No. PD-1/355/1362).

Specifications are available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230 (Telephone: 202-WO 7-5589).

Greece invites paper bids

The Greek Ministry of Trade in Athens invites bids for 1,155 tons of various grades of paper, including 575,000 tons white writing paper, 10,000 kg. blue writing paper, 408,000 kg. newsprint paper, 50,000 kg. duplicating paper, 2,000 kg. white manifold paper, 10,000 kg. grey cover paper, 5,000 kg. monotype paper, 95,000 kg. blue, yellow and green groundwood printing paper. Quality, size, and colors should be in accordance with specifications.

Bids for tender No. B/796 should be submitted to the Ministry of Commerce, Athens, Greece, by December 6.

Copies of specifications and terms are available to firms located in the U.S. from the Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. (Telephone: 202-WO7-3003).

Bid deadline extended

The Cairo Electricity and Gas Administration has announced the extension of the bid deadline for the supply and erection of the Heliopolis, Wadi-Hof and Ashmoun transformer substations. The bid closing date has been extended from November 18 to December 5. (See INTERNATIONAL COMMERCE, August 19, p. 21, September 30, p. 53.)

A copy of the specifications is available for review only in Rm. 4124, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

Iraq opens air blower bids

The Directorate General of Sewerage Board, Ministry of Municipal and Provincial Affairs, Sa'doon St., Baghdad, requests bids on a tender for the supply and erection of air blowers and relative auxiliary works for the Treatment Plant at Diyala River.

The bid deadline is January 4, 1964.

Copies of the necessary tender documents and specifications are obtainable at the above address for $84.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

013 Livestock Farms

BRAZIL—Poultry breeding stock, egg laying. Direct purchase. Granja Beirute, (importer, breeder), Rua Timbiras 502, sala 209, São Paulo.

121 Bituminous Coal

● **PAKISTAN**—Steam coal, 25,000 tons for Pakistan Western Railway; bid deadline December 2. Tender documents may be obtained until November 30 from the Office of the Secretary, Railway Board, Government of W. Pakistan, P.W. Railway Hdqtrs., (Rm. No. 7, 1st Floor), Lahore, on payment of $2.10 per set. A complete set of the tender is also available for $2.10 from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. (Telephone: TR 9-5800).

147 Chemical and Fertilizer Mineral Mining

■ **KOREA**—Crude limp sulphur, 99.5% min., 930 m.t. Delivery fob, c&f or cif Pusan by U.S. flag vessel. Quotation date December 5. Dae Han Sulphuric Industry Association, 67, 2-Ka Taipyungro Chung-Ku, Seoul. Reference No. FFO-SAI-3-740. Loan No. 489-901-456-4200. Limited world wide (901). SBC-452.

200 Food

GIBRALTAR—Foodstuffs in general, particularly powdered milk, powdered soups, mixes, cereals. Andrew de Torres & Sons Ltd., (importer, wholesale/retail), 3 Crutchett's Ramp, Gibraltar. Cable: TORRESON. WTD 10/29/62.

202 Dairy Products

BAHAMAS—Butter. Current imports estimated at 300 tons per annum. C. A. Wells, (wholesaler, commission agent), P.O. box 405, Nassau. WTD 10/23/63.

● **GREECE**—470 m.t. evaporated milk packed in 14½ oz. cans. Tender No. 140, bid deadline December 2; Ministry of Commerce, State Purchases Directorate "A", 16 Agiou

Constantinou St., Athens.★ (Telephone: 202-WO 7-4794).

203 Canning, Preserving Foods

DUBAI—Canned goods: fruits, vegetables, seafoods, specialties. Baqer Mohebi, (importer, wholesaler, retailer), P.O. box 267, Dubai, Trucial States. WTD 10/31/63.

IRAQ—Canned vegetables, fruits, jams, jellies. Direct purchase and agency. Iraq Trading Enterprise, W.L.L., (importer, wholesaler, retailer), P.O. box 214, 19/112 Bab al-Agha, Baghdad. WTD 8/6/63.

JORDAN—Canned and preserved fruits and vegetables, Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

207 Confectionery

ENGLAND—Confectionery items for children; very inexpensive. Steinhouse (Great Britain) Ltd., (importer), 13 Thurlow Rd., London, N.W.3. WTD 4/8/63.

209 Food Preparations

DUBAI—Coffee. Baqer Mohebi, (importer, wholesaler, retailer), P.O. box 267, Dubai, Trucial States. WTD 10/31/63.

210 Tobacco Manufactures

VIET-NAM—Tobacco for domestic manufacturing. Direct purchase and agency. Compagnie Générale de Commerce, (importer, wholesaler), 30-32 duong Pasteur, Saigon. WTD 10/24/63.

220 Textile Mill Products

GERMANY—Newly developed woven fabrics, fiberglass fabrics, plastic fabrics; synthetic yarns; requests replies in German. Zentaur Textil GmbH, (manufacturer, distributor), P.O. box 91, 26 Ernst-Degeler-Strasse, Heidenheim/Brenz, W.G.

NEW ZEALAND—Rayon materials in designs, plain colors suitable for the umbrella trade; black cotton material suitable for fabricating men's umbrella covers. Direct purchase and agency. R. T. Carr Ltd., Mr. S. W. Kidd, (manufacturers' representative, merchant, importer), P.O. box 8099, Auckland. WTD 10/29/63.

221 Broad Woven Fabric Mills, Cotton

ENGLAND—Cotton cloth for industrial uses, 40" wide, 90 sq., 26/30's; requests samples, price quotations. Fennel (Textiles) Ltd., (importer, exporter, merchant), 3 Hilton Ave., Manchester, England. WTD 9/27/62.

MOROCCO—Denim for manufacture of "blue jeans." Direct purchase and agency. Etablissements Al Achbili Frères, (manufacturers' agent), 4, rue du Rhône, Boite Postale 864, Casablanca. WTD 11/4/63.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

BELGIUM—Plain, flowered acetate, cupramonium fabrics in 160 c.m. or 120 c.m. widths. If prices are suitable an order of about 250,000 meters for each type would be placed. Sample of type material desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO-7-4674. Bouckaert-Van Rolleghem, P.V.B.A., 50 Ooststraat, Roeselare. WTD 8/6/63.

228 Yarn Thread Mills, Products

MOROCCO—Nylon yarn 100/150 deniers, Orlon yarn 100/150 deniers, Banlon yarn (French synthetic fiber) 100/150 deniers, wool and staple fiber yarn 2/28-2/32 (20/80), wool and synthetic yarn (various types) 2/28-2/32 (50/50). Quotations cif Casablanca; requests replies in French. Société AFRICATEX, (manufacturer), 114, Boulevard Yacoub El Mansour Casablanca.

Regenerated cotton thread for weaving, nylon thread for half-hose manufacturers. Direct purchase and agency. Etablissements Al Achbili Frères, (manufacturers' agent), 4 rue du Rhône, Boite Postale 864, Casablanca. WTD 11/4/63.

Staple fiber yarn 1/26; wool, staple fibre yarn (20/80) 1/26 and 1/40; nylon yarn 1/100; lisle cotton yarn 2/80; rayon yarn 300 deniers; pure wool yarn 232 and 2/28. Requests replies in French with quotation cif Casablanca. Societe Maghrebine de Tissage (Somatis), (textile weaver), 33, rue Eugène Barathon, Casablanca.

230 Apparel

DUBAI—Khaki shirts, trousers, shorts; blue denim trousers; flower-printed men's drawers. Mohamed Hadi Gheyaspur, (importer, wholesaler, retailer), P.O. box 112, Dubai, Trucial States. WTD 10/31/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

MALAYSIA—Sports wear, all types, for men, youths, boys. Olympic Sports, (importer, indent agent, retailer, wholesaler), 59 Jalan Campbell, Kuala Lumpur.

NORWAY—Men's dress shirts manufactured from cotton or man-made fibers. Requests replies from manufacturers only. Carsten C. Voss, (manufacturers' agent), 25 Storgaten, Oslo WTD 8/6/63.

235 Hats, Caps, Millinery

TRINIDAD—Ladies' dress hats, spring, summer hats, made of artificial straw, flowers; requests replies from manufacturers only with price quotations U.S. $15-U.S. $20 fob per dozen, packed in strong cartons of corrugated cardboard or plywood boxes. Miss W. Baltinester, (importer, retailer), 51 Frederick St., Port of Spain. WTD 11/1/63.

239 Fabricated Textile Products

GERMANY—100% cotton polishing (dust) cloths, 20 x 20 centimeters, including hemming on all 4 sides; requests replies from manufacturers only with price quotations cif European ports; direct purchase. Denny Elsoffer, (wholesaler, importer), Postfach 2425, 56 Wuppertal-Elberfeld. WTD 10/2/63.

242 Sawmills and Planing Mills

NEW ZEALAND—Rough sawn hardboard timber; marine grade hardwood plywood; hardwood veneers, primarily walnut. Direct purchase and agency. M.C. Walker & Hobson Ltd., (manufacturers' agent), P.O. box 1738, Wellington, C.1. WTD 11/4/63.

■ **TUNISIA**—Unfinished lumber, southern yellow pine, various dimensions, 4,000,000 board feet. Invitation No. AID-OCT-62-2. Loan No. 664-H-011. U.S. source. Bid deadline December 17. Monsieur le President-Directeur de l'Office du Commerce de la Tunisie, 13 rue Sidi—Bou-Mendil, Tunis. Copies of detailed specifications may be obtained from The Economic Division of the Tunisian Embassy, 2408 Massachusetts Ave., NW., Washington, D.C., and The Tunisian Trade Office, 65 E. 56th St., New York, N.Y. SBC-450.

249 Wood Products

MOROCCO—Resistant wood fiber panels. Direct purchase and agency. Ets Al Achbili Freres, (manufacturers' agent), 4 Rue du Rhone, BP 864, Casablanca. WTD 11/4/63.

252 Office Furniture

NORWAY—Office filing cabinets, metal. Requests replies from manufacturers only. Direct purchase and agency. Sem & Stenersen A/S, (importing wholesaler, manufacturer), 2/4 Grubbegaten, Oslo. WTD 10/31/63.

261 Pulp Mills, Products

■ **KOREA**—Unbleached sulphate kraft pulp, prime grade, soft wood, 90/100 air dry basis for multi-wall sack kraft paper making 1000 long tons. C&f Pusan/Inchon by U.S. flag vessel. Reference No. FFO-SAI-3-729. PA# 489-901-456-4200. Limited world wide (901). Quotation date December 2. Shinhung Paper Manufacturing Co., Ltd., 407 Kaibongdong Yongdungpoku, Seoul. Cable: SHINPAPER, Seoul. Copies of all offers made to be sent Air Mail to the Bank of Korea, Attn.: AID Section and to the Director: USAID, c/o American Embassy, Seoul. SBC-450.

■ Unbleached kraft woodpulp, 90/100 air dry basis, prime grade for multiwall sack, kraft paper making, 830 l.t. fob, c&f, or cif by U.S. flag vessel. Ref. No. FFO-SAI-3-739, Loan No. 489-901-456-4200. Limited world wide (901). Quotation date December 5. Daewon Paper Mill Co., 7, 4-Ka Chongro Congro-Ku, Seoul. Cable: DAEWONPAPERMILL, Seoul. SBC-452.

262 Paper Mills, Products

● **IRAN**—Paper: 50 tons, white, 100 grs./sqm., in bobbins 295 mm. wide; bid deadline December 21. 50 tons, white, 90 grs./sqm., in bobbins 330 mm. wide; bid deadline January 1, 1964. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO7-3003).

MOROCCO—Pure unglazed kraft paper in natural brown shade for manufacture of sacks, 70 gr. per sq. meter; M.G. pure kraft paper, brown, 40 gr. per sq. meter; 100 m.t. each. Requests replies in French with quotations cif Casablanca. Comptoir des Papiers au Maroc, (importer), 10 rue de Noyon, Casablanca. WTD 6/17/63.

PAKISTAN—Bond 18" x 23", 17" x 27", 20" x 30", below 50 gms.; offset; art; butter/cellophane; tissue white and colored, common sizes. Direct purchase and agency. Sh. Ghulam Ali & Sons (printer, publisher, importing distributor), Kitab Manzil, P.O. box 528, Kashmiri Bazar, Lahore. WTD 10/23/63.

Paper: linen face, parchment, imitation art, cover, manifold (rice), onion skin (small size), negative, bond (woodfree), 18" x 23", 17" x 27", 20" x 30", 20" x 26", 22½" x 35½", 23" x 26", 27" x 34", 30" x 40", 26" x 40" and 36" x 44". Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 the Mall, Lahore. WTD 10/24/63.

Art paper size 30" x 40", 29" x 44", 20" x 30", 29" x 22", 35-50 lbs.; 70-100 lb. per

ream; requests samples. Taj Co., Ltd., (manufacturer), 98 Railway Rd., Lahore. WTD 10/23/63.

Paper, printing, 18" x 20" and 20" x 30", 49 grams; requests samples. Direct purchase and agency. The West-Pak Publishing Co., Ltd., (manufacturer, importing distributor), 56 N. Gulberg II, Lahore. WTD 10/22/63.

THAILAND—Kraft liner paper and other kinds of paper from 120 to 125 gr./sq. m., suitable for manufacturing shopping bags; size of roll 80 cm. diameter, core from 7 to 7½ cm., width 34, 35, and 46 cm.; approx. 100 tons per year. Chalerm Sak Trading Ltd. Partnership, (importer, manufacturer), 1007 Soi Siriya-dej-utin, Klongsan, Thonburi.

VENEZUELA—Paper for the printing industry: book, publication, supercalendared; requests replies in Spanish. Direct purchase and agency. Gines Garcia Barcelona, (importer, sales agent), Apartado del Este No. 11390, Caracas, and Edificio Robin, 6° piso, Oficina 62, Ave. Andres Bello, Caracas. WTD 10/28/63.

263 Paperboard Mills, Products

JORDAN—Paperboard stock for manufacturing paper plates (for food). Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

■ **TURKEY**—Kraft liner board, 2,500 mt., total, 130 cm, 1300 tons; 126 cm, 600 tons; 124 cm, 400 tons; 134 cm, 200 tons. Import license No. 8347. Loan No. 277-H-043, U.S. source. Bid deadline December 2. Turkiye ve Kagit Fabrikalari, Isletmesi Genel Mudurlugu, Izmit, Kocaeli. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-450.

VENEZUELA—Cardboard, bogus bristol, for the printing industry, requests replies in Spanish. Direct purchase and agency. Gines Garcia Barcelona, (importer, sales agent), Apartado del Este No. 11390, Caracas, and Edificio Robin, 6° piso, Oficina 62, Avenida Andres Bello, Caracas. WTD 10/28/63.

264 Converted Paper, Paperboard Products

JORDAN—Facial tissues, printing paper. Amman Trading Office, (importer, retailer, wholesaler, commission agent), P.O. box 1787, Amman.

NORWAY—Office filing systems: folders, cards, other equipment. Requests replies from manufacturer only. Direct purchase and agency. Sem & Stenersen A/S, (importing wholesaler, manufacturer), 2/4 Grubbegaten, Oslo. WTD 10/31/63.

PAKISTAN—Paper: machine glazed, size 26" x 40", 20" x 30", 23" x 36"; gift wrapping. Imperial Book Depot, (importing distributor, manufacturer), Kirpa Ram Bldgs., 65 The Mall, Lahore. WTD 10/28/63.

265 Paperboard Containers, Boxes

JORDAN—Cups, paper and paperboard. Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

272 Periodicals: Publishing, Printing

MALAYSIA—Books for all purposes, magazines, periodicals. Jubilee (Book) Store Ltd., (importer, retailer), 97 Jalan Tuanku Abdul Rahman Kuala Lumpur. WTD 10/21/63.

273 Books

PAKISTAN—Books: Educational, commercial, scientific, textbooks in general, periodicals, journals. Imperial Book Depot, (importing distributor, manufacturer), Kirpa Ram Bldgs., 65 The Mall, Lahore. WTD 10/28/63.

Books: scientific, engineering, medical, legal, electronic, technical, commercial; requests samples. Direct purchase and agency. The West-Pak Publishing Co., Ltd., (manufacturer, importing distributor), 56 N. Gulberg II, Lahore. WTD 10/22/63.

Commercial, educational, scientific books. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

Scientific, medical, legal, engineering books. Direct purchase and agency. Sh. Ghulam Ali & Sons, (printer, publisher, importing distributor), Kitab Manzil, P.O. box 528, Kashmiri Bazar, Lahore. WTD 10/23/63.

277 Greeting Card Manufacturing

PAKISTAN—Greeting cards: Christmas, New Year, birthday. Imperial Book Depot, (importing distributor, manufacturer), Kirpa Ram Bldgs., 65 The Mall, Lahore. WTD 10/28/63.

280 Chemicals

ENGLAND—Chemicals of all descriptions, excluding pharmaceuticals. Agency and direct purchase. Whitecourt Ltd., (exporter, importer, sales agent), 43 Berners St., London, W.1. WTD 10/25/63.

281 Industrial Chemicals

AUSTRALIA—Inorganic industrial chemicals; chemical specialties. Direct purchase and agency. Sulphates Chemical Co. (Subsidiary of Filtration & Water Softening Pty. Ltd.), (manufacturer, engineering contractors), Princes Highway, Springvale, Victoria.

ENGLAND—Iron oxide dry colors, mineral origin and synthetically manufactured; other colors produced chemically and for foods, glass, ceramics, rubber. Agent and direct purchase. Shearman & Co., Ltd., (exporters, importers), Coffinswell, Newton Abbot, Devonshire. WTD 10/1/63.

■ **INDIA**—Equilibrium catalyst, 245,450 kgs., or 270 short tons. Reference No. 51(28)/63-082-Aid. III. Requisition No. VMF-20190. Loan No. 386-H-082. U.S. source. Quotations desired by December 5. Quotations should be sent to: California Texas Oil Corp., Purchasing Department, 380 Madison Ave., New York, N.Y., agents for Caltex Oil Refining, India, Ltd., Post Box 15, Bisakhapatnam, Andra Pradesh. SBC-452.

JAPAN—Industrial chemicals for use in cosmetic, confectionery and pharmaceutical industries, such as bio-chemicals, surface active agents. Direct purchase and agency. Eiwa Trading Co., Ltd., (Eiwa Bussan K.K.), (importers), 7 Kanda Suda-cho 2-chome, Chiyoda-ku, Tokyo.

PAKISTAN—Chemicals: block making: gluefish, ammonium, bichromate, hydrochloride acid, nitric acid, sulphuric acid, bituman powder, etching powder; developer: sodium sulphite, sodium carbonate, sodium hydroxide, potassium poromide, hydroquinone metol; reducer: potassium ferricyanide, sodium metabisulphite; intensifier: mercuricchloride; coating: gum arabic, ammonia, ammonia bichromate; developer: calcium chloride, lectic acid; etcher; hydrochloric acid and iron perchloride; spirit and laking solution. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

Chemicals used in the printing industry process section. Direct purchase and agency. Sh. Ghulam Ali & Sons, (printer, publisher, importing distributor), Kitab Manzil, P.O. box 528, Kashmiri Bazar, Lahore. WTD 10/23/63.

■ Carbide of calcium 50/80 mm. packed in 200 lb. steel drums, carbide yield not less than 4.8 cft. acetylene per lb., short ton, c&f Karachi. Approx. $8,400. Import license No. 236833. Quotation date December 6. Pakistan Oxygen Ltd., Shalamar Link Rd., Lahore. SBC-449.

282 Synthetic Materials

■ **KOREA**—Vinyl and vinyl copolymer resin geon 103 EP formolon S65 geon 202, geon 400 by 110, or equal, 100 m.t.; polyethylene resin film or virgin grade tente 885F, or equal, standard or substandard grade, 100 m.t.; vinyl cutting scraps, mixed color, 50 m.t. Delivery fob, c&f or cif Pusan or Inchon, by all U.S. flag vessel. Ref. No. FFO-SAI-3-734. PA No. 489-901-256-3209. Limited world wide (901). Quotation date December 4. Loan No. 12. U.S. source. Korea Plastic Productive Corp., 289 Kuwanchuldong, Chongro-Ku, Seoul. SBC-452.

MEXICO—Polyethylene; requests replies from manufacturers. Direct purchase and agency. Proveedora de Productos Quimicos e Industriales, S. A., Lopez No. 43-205, Mexico, D.F. WTD 10/30/63.

MOROCCO—Granulated polyvinyl acetate, flexible plastic sheets, plastic shoe soles. Direct purchase and agency. Etablissements Al Achbili Frères, (manufacturers' agent), 4 rue du Rhône, Boite Postale 864, Casablanca. WTD 11/4/63.

283 Drugs

■ **BOLIVIA**—104 flask, PAS, para-amino salicilic acid sodium EC; 1.0 gr., 5000 tablets. Invitation No. MOE-0031-OH-63.

■ Isonicitinic acid hydrazide INH, 1,200 flasks, 100 mg. tablets; PAS, 208 flasks, 10 gr. tablets, sodium EC; ampules, 5 gr. streptomycin with dilutent, 20,000; clinical boxes 400 doz. purified tuberculin, 1,200; 12 tub, resistance test reagent 60 doz.; hypodermic needles 25 x ¾ gauge, 200; interchangeable Luer Lock hypo. syringes, 5 cc., 50 doz.; same, 10 cc., 20 doz.; needle steritainer, 80 units; portable kerosene sterilizer, 3 units. Invitation No. MOE-00020-A-OH-63. PIO/C No. 511D51A-9-30258. Bid deadline December 1. Ministry of National Economy, 1488 Camacho Ave., La Paz, Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special instructions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C., Attn: Dr. Salcedo. SBC-450.

● **EL SALVADOR**—Talcum powder, U.S.P., 5,000 lb., and acetylsalicylic acid, U.S.P., 2,000 lb. Tender No. 179 (63), bid deadline December 12.

● Aluminum hydroxide and magnesium hydroxide (aldrox type), 1,980 bottles. Tender No. 180 (63), bid deadline December 13.

● Phosphate salt, 7-chloro-4-(4-diethylamino-1-methylbutylamino) quinoline, 50,000 tablets of 0.25 gr. each; and hydrochloride of 7-chloro-4 (4-diethylamine-1-methylbutylamino)

quinoline, 1,000 ampoules of 3 cc each. Tender No. 182 (63), bid deadline December 13.

General de La Republica, Avenida Espana No. 613, San Salvador.★ Attn: Dr. Carlos Salvador Rodriguez, Proveedor General. Specifications in Spanish only. (Telephone: 202-WO 7-3394).

GERMANY—Medicines, pharmaceutical specialties; requests replies from manufacturers only. Direct purchase and agency. Dr. Wider & Co., (manufacturer, importer, commission merchant, sales agent), 725 Leonberg-Eltingen. WTD 6/7/63.

● **VIETNAM**—Assorted pharmaceutical products: alkaloids, salts including caffeine, emetine chlorhydrate, quinine formiate, chlorhydrate; powdered opium; medicinal fluid extracts including witch hazel, hydrastis and tolu; tinctures from medicinal botanicals; purified essence of Niaouli. Tender No. 1022-17103, bid deadline December 4. Cabled bids acceptable if indicating formal bid being airmailed simultaneously. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3394.)

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

PAKISTAN—Cosmetics and toiletries: powders, creams, lipstick, perfume, eye-lash pencils. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

285 Paints, Varnishes, Lacquers, Enamels

● **EL SALVADOR**—Zinc oxide, U.S.P., 500 pounds. Tender No. 185(63); bid deadline December 17, 10:30 a.m. La Proveeduria General de la Republica, San Salvador.★ (Telephone: 202-WO 7-3512).

MOROCCO—Anti-acid and anti-corrosion paints and varnishes (rubber and plastic base). Quotations cif Casablanca; requests replies in French. Serima, 85, Blvd. d'Oujda (ex Blvd. de Lyon), Casablanca.

Anti-acid, anti-corrosion industrial paints, coatings (rubber, plastic base). Quotations cif Casablanca; requests replies in French. Sapfi (Société de Peintures et Fournitures Industrielles), (importer), 372 Boulevard Mohammed V, Casablanca. WTD 9/25/62.

287 Agricultural Chemicals

VIETNAM—All types of fertilizers. Direct purchase and agency. Compagnie Générale de Commerce, (importer, wholesaler), 30-32 duong Pasteur, Saigon. WTD 10/24/63.

289 Chemical Products

● **EL SALVADOR**—Typographic inks, 1,260 pounds. Tender No. 183(63); bid deadline December 16, 9:00 a.m. La Proveeduria General de la Republica, San Salvador.★ (Telephone: 202-WO 7-3512).

MOROCCO—Glue for woodworking plants. Direct purchase and agency. Ets Al Achbili Freres, (manufacturers' agent), 4 Rue du Rhone, BP 864, Casablanca. WTD 11/4/63.

PAKISTAN—Printing inks all colors. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

Printing inks all colors. Direct purchase and agency. Sh. Ghulam Ali & Sons, (printer, publisher, importing distributor), Kitab Manzil, P.O. box 528, Kashmiri Bazar, Lahore. WTD 10/23/63.

Printing inks: off-set and job inks in various colors, green, orange, black, golden; requests samples. Taj Co. Ltd., (manufacturer), 98 Railway Rd., Lahore. WTD 10/23/63.

Chemicals for deep etch plate making; letter presses and offset printing inks in various colors. Samples requested. Direct purchase and agency. The West Pak Publishing Co., Ltd., (manufacturer, importing distributor), 56 N. Gulberg II, Lahore. WTD 10/22/63.

291 Petroleum Refining

● **URUGUAY**—Crude petroleum, 26,000 tons, public notice No. 5.207; bid deadline December 5. Purchase conditioned upon sale of 26,000 tons fuel oil. Administracion Nacional de Combustibles, Alcohol y Portland, Montevideo. Terms and specification in Spanish available from Embassy of Uruguay, Commercial and Financial Department, Washington, D.C.

301 Tires, Tubes

JORDAN—Pneumatic tires for passenger cars. Amman Trading Office, (importer, retailer, wholesaler, commission agent), P.O. box 1787, Amman.

307 Plastics Products

NICARAGUA—Plastic containers for cosmetics, for distribution in Central America. Casa Meniccuci, (distributor, sales agent), 202 Segunda Calle N.E., Managua. WTD 10/16/63.

NORWAY—Plastic advertising novelties, business gifts. A/S Norrek, (importing wholesaler), 9 Raadhusgaten, Oslo. WTD 6/19/61.

322 Glass, Glassware

NICARAGUA—Glass containers for cosmetics, for distribution in Central America. Casa Meniccuci, (distributor, sales agent), 202 Segunda Calle N.E., Managua. WTD 10/16/63.

326 Pottery

ENGLAND—China tableware: tea and dinner sets; fancies. Agency and direct purchase. H. G. Black & Sons (Edin) Ltd., (importers, sales agents), 14 Telford Rd., Edinburgh 4. WTD 10/29/63.

331 Steel Mill Products

● **BURMA**—Ferromanganese (FeMn) analysis—mn 75% min. C 8% max., Si 2% max., P 35% max., S .05% max. 80 long tons. Earliest delivery to be stated. Tender No. 4-3-63-9603-9640; bid deadline December 16. The General Manager, Revolutionary Government of the Union of Burma, Industrial Development Corp., Steel Mill, Ywama, Insein. Telegraphic bids followed by detailed specifications (airmailed) acceptable.★ (Telephone: 202-WO-7-4685).

■ **INDIA**—High speed steel, 18% tungsten, various sizes, total, 715 lbs.; high speed steel 22% tungsten, 2" sq., size available in stock lengths, approx. 2,000 lbs., to certain analysis. Loan No. 386-A-055. U.S. source. Reference No. SEC/HW/GEN/52-A/1796. Import license No. DL/55/456/03201/0239. Quotation date December 2. Burn & Co., 12 Mission Row, Calcutta. SBC-452.

■ Special steel B.S. EN 26 to certain chemical analysis, ¾" to 5" dia.; ultra capital high speed steel; ultra capital plus high speed steel; air hardening nickel chrome steel; nickel chrome steel; Balfour's red, white, and blue cast steel, carbon 1.10%; precision ground flat stock for making gauges, oil hardening, non-deforming; ultra capital high speed steel, typical analysis; ultra capital high speed tool holders bits, 5% Cobalt; steel alloy nickel chrome oil hardening annealed; steel high speed ultra capital annealed; steel alloy nickel chrome oil hardening annealed. Reference No. DC/217/BDL/135. Import license No. CL/55/8/23201/7. Loan No. 386-H-082. U.S. source. Quotation date December 2. The Indian Iron & Steel Co., Ltd., 12 Mission Row, Calcutta. (Incorrectly listed under Pakistan, instead of India, IC-11/18/63, pg. 29).★ SBC-452.

MOROCCO—Forged carbon steel in round bars, diameter 15 mm. to 220 mm. in 4.5 and 6 meter lengths. Quotations cif Casablanca; requests replies in French. Serima, (importer), 85, Boulevard d'Oujda (ex Blvd. de Lyon), Casablanca.

■ **PAKISTAN**—Galvanized welded standard steel pipes, threaded both ends, with socket at one end, in random lengths of 16-22', various sizes, 2,676,825 Rft; standard galvanized wrought steel sockets for same, 70,000 Nos. Tender No. S-5/31/ENQ/I&S/63. Loan No. 391-H-066. U.S. source. Bid deadline December 9. Directorate of Supply, Government of East Pakistan, EPIDC House, 4th Fl., Motijheel, Dacca. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-452.

■ CRCA M.S. sheets, USG 14, 16, 19, 20, 24, 26, 8 x 3'; high carbon spring steel wire, BG 1, 2, 3, 4, 5, 6, 7, 8, 10, 11, 13, 16, 17, 19 and 20. Prices on c&f Karachi basis, $6,300. Import license No. 232955. Quotation date December 6. Loan No. 391-H-066. Sh. Mohd Abdullah Regd., Soni St., Sialkot City. Cable: ABDULLAH CYCLES. SBC-449.

■ Prime electrolytic tinplate, U/S 0.75 lb. coating, 107 lbs. base weight, size 18¾" x 28", 20" x 30", temper ¾; prime electrolytic tinplate U/S 0.75 lb., base weight, temper ¾, size minimum 20" x 28", maximum 23" x 36". Approx. $60.700. Subject to GSA Defense Materials Services procedure. Import license 254676. Quotation date December 6. Haidary Tin Factory, Ltd., C/41 Estate Ave., S.I.T.E. Karachi 13. SBC-454.

■ Mild steel billets, to U.S. specifications SAE 1020 and 1041, in lengths of 12-18 ft., with cut ends, each billet duly stamped with heat marks and Works Test Certificate, 2" sq., 5,000 l.t., 2½" sq., 3,000 l.t., 3", 1500 l.t.; 3½" 1500 l.t., 4" sq., 3,000 l.t.; 5" sq. 2,000 l.t., 5¼" & 6" sq., 1,000 l.t. each. Import license No. 235962. Loan No. 391-H-066. U.S. source. Quotation date December 10. The Batala Eng. Co., Pakistan, Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore. SBC-454.

■ Mild steel billets, prime rerolling quality, open hearth to SAE-1020/25 in standard lengths of 18/20', with 10% shorts, down to min. 12'. Sizes 2" x 2", 2¼" x 2¼", 2½" x 2½" sq. with heat marks stamped/stencilled on each billet and mill's test certificate. Tensile strength 28/32 tons per sq. in. Prices quoted should include ocean freight, but exclude marine insurance. Shipment April 20, 1964. Loose packing, markings "PSW" Chittagong. Import license No. 289187, loan No. 391-H-066. U.S. source. Quotation date December 10. Pak Steel Works, 1st Fl., Sadat

Mansion, Sadderghat Rd., Chittagong. Cable: PAKSTEEL. SBC-454.

VIETNAM—Steel for construction; rods, sheets. Direct purchase and agency. Compagnie Générale de Commerce, (importer, wholesaler), 30-32 duong Pasteur, Saigon. WTD 10/24/63.

VENEZUELA—Tinplate for the manufacture of cans; requests replies in Spanish. Direct purchase and agency. Gines Garcia Barcelona, (importer, sales agent), Apartado del Este No. 11390, and Edificio Robin, 6° piso, Oficina 62, Ave. Andres Bello Caracas. WTD 10/28/63.

333 Primary Smelting, Refining of Non-ferrous Metals

ENGLAND—Special alloys, high purity metals and other similar products of interest to the metallurgical industry. Agency and direct purchase. Beryllium Smelting Co., Ltd., (manufacturer, importer, exporter), 36/38 Southampton St., London, W.C.2. WTD 11/9/62.

■ **INDIA**—Prime western grade zinc ingots, 438 m.t.; high grade 99.9% purity zinc ingots, 630 m.t. Tender No. P/SR5/289-290/P/I. Reference No. D/ENQ/810. Bid deadline December 3. Zinc slabs, 1,000 m.t. Ref. No. D/ENQ/809. Tender No. P/SR5/10015-P/I. Bid deadline December 10. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-449.

335 Rolling, Drawing, Extruding of Nonferrous Metals

MOROCCO—Galvanized corrugated sheets, zinc, zinc base alloy. Direct purchase and agency. Etablissements Al Achbili, Frères, (manufacturers' agent), 4 rue du Rhône, Boite Postale 864, Casablanca. WTD 11/4/63.

PAKISTAN—Zinc sheets, 16 gauge, for process engraving; zinc sheets, 18 gauge, for offset printing; samples requested. Direct purchase and agency. The West Pak Publishing Co., Ltd., (manufacturer, importing distributor), 56 N. Gulberg II, Lahore. WTD 10/22/63.

Copper and zinc; aluminum and zinc sheets for engraving and printing press. Direct purchase and agency. Sh. Ghulam Ali & Sons, (printer, publisher, importing distributor), Kitab Manzil, P.O. box 528, Kashmiri Bazar, Lahore. WTD 10/23/63.

336 Nonferrous Foundries

■ **INDIA**—Copper tubes, 5/16" and 3/16" O.D., 22 gauge, approx. $10,500. Reference No. 69 (6)/63-Aid(1). Import license No. A.598360/61. Loan No. 386-A-055. U.S. source. Quotation date December 5. Automobile Products of India, Ltd., Agra Rd., Bhandup, Bombay. Cable: APICAR, Bombay. SBC-452.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Battery operated hedge trimmers. Bruno E. O. Krieger, (importer), 32 Nedderfeld, Hamburg-Lokstedt. WTD 1/3/62.

GIBRALTAR—Material for stocking a hardware store, such as hand tools, metal bathroom fixtures. Thomas Mosley & Co., Ltd., (importer, wholesaler), Cloister Bldg., Gibraltar. WTD 11/5/63.

MOROCCO—Files for metalworking, all sizes, models; requests replies in French, with quotations cif Casablanca. Société Yves Rouger, (importer), 640, Boulevard Mohammed V, Casablanca.

344 Fabricated Structural Metal Products

BURMA—Pressurized tank type water supply system to supply 6,000 gallons per hour at 75 ft. head, one unit; pressurized tank type water supply system to supply 4,000 gallons per hour at 75 ft. head, one unit. U Lu Gywe, Chairman, Brick & Tile Factory Management Committee (Industrial Development Corp.) (manufacturer-Government organization), Danyingon, Insein.

■ **CHINA**—Bagasse pit fired steam boiler, complete with accessories and related equipment. Manufacturers shall render all necessary information and services pertinent to the fabrication and effective operation of the unit at no additional cost. Loan No. 113. World wide (899). Quotations desired by December 10. China Development Corp., on behalf of Taiwan Pulp and Paper Corp., Taipei. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive and Independence Ave., SW., Washington, D.C. SBC-454.

■ **INDIA**—Heat exchangers, 2; feedwater heaters, 6. Reference No. D/ENQ/807. Tender No. S Project/3187-P/DVC/Closed Feedwater Heaters/V. Tender fee, not refundable, $12.60. Loan No. 386-A-021 (DLF 125). U.S. source. Bid deadline December 10. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. SBC-449.

■ Various moulds, 4, 6, 8, 9, 10, 12, 14", total number of moulds, 42. To cover a period of 6 months' operation. Cif Calcutta. Reference No. 4(267)/63-AID-II. Import license No. 978133 DLF.157/62/HQ-CG/IV. Loan No. 386-A-032. U.S. source. Quotation date December 5. Gayday Iron & Steel Co.. Ltd.. 25 Ganesh Chandra Ave., Calcutta 13. SBC-449.

345 Screw Machine Products

MOROCCO—Tubular rivets for wearing apparel. Direct purchase and agency. Etablissements Al Achbili Frères. 4 rue du Rhône, Boite Postale 864, Casablanca. WTD 11/4/63.

Handbag, suitcase fasteners. Direct purchase and agency. Etablissements Al Achbili Frères, (manufacturers' agent), 4 rue du Rhône. Boite Postale 864, Casablanca. WTD 11/4/63.

349 Fabricated Metal Products

EL SALVADOR—Irrigation equipment: complete installations including pumps, prime movers, tubing, valves, couplings, sprinkler heads. Direct purchase and agency. Carlos Alejandro Vides, (sales agent), P.O. box 13-11, Edificio Palomo, San Salvador. WTD 3/5/63.

351 Engines, Turbines

BAHRAIN—Outboard motors; marine engines. Ahmed A. Z. Al-Wazzan, (importer, wholesaler, retailer), Tijjar Rd., Bahrain. WTD 10/28/63.

352 Farm Machinery

GERMANY—Vacuum lawn sweepers for fallen leaves. Bruno E. O. Krieger, (importer), 32 Nedderfeld. Hamburg-Lokstedt. WTD 1/3/62.

353 Construction Machinery

ENGLAND—Pipeline accessories, particularly with special salable features. The British Steam Specialties Ltd., (manufacturers, wholesalers, sales agents), Fleet St., Leicester. WTD 10/8/63.

■ **INDIA**—Diesel crawler tractor with powershift transmission, 235 h.p. turbo-charged diesel engine, with gasoline starting engine, including 12 v. electric starting, 84" gauge, 22" wide grouser track shoes, six roller track frame, rigid drawbar, hydraulic track adjusters, heavy radiator guard, life time lubricated track rollers, carrier rollers, idlers, oil type steering clutches, brakes, complete; motorized scraper, powered by 280 h.p. turbo-charged diesel engines with gasoline starter engine, including 12 v. electric starter, powershaft transmission, 14 cu.yd. struck 18 cu.yd., heaped capacity, 26.5 x29, 22 ply tires, 2 each. Reference No. 73 (21)/63-082-Aid. III. Import license No. 978216/US (AID) /62/HQ-CG-II-US (AID) non-Project. Loan No. 386-H-082. U.S. source. Quotations desired by December 5. General Manager, Alloy Steel Project, Hindustan Steel Ltd., Durgapur. SBC-452.

● Four diesel powered motor scrapers of 20-25 cu. yd. capacity. Tender No. 446/Beas/PR/4025/A-1408; bid deadline January 29. Mr. T. K. Kalia, Superintending Engineer, Beas Dam Project, (Procurement Circle), P.O. Talwara Township, Hoshiarpur, Punjab.

MEXICO—Overhead traveling cranes and monorail systems; cranes and hoists. Direct purchase and agency. Hersvic Machinery Co., S.A., (importer, wholesaler, retailer), Apartado Postal (P.O. box) 21409, Liverpool No. 80, Mexico, D.F. WTD 8/7/63.

● **UNITED ARAB REPUBLIC**—One pulled type 9 wheel pneumatic tired compactor, 2 to 5 ton variable weight for the General Organization for Desert Development; also quote spare parts prices. No bid deadline stated; however, has urgent need for unit. Commercial Office, Embassy of the United Arab Republic, 2215 Wyoming Ave. NW., Washington, D.C. Attn: Mr. M. H. Ibrahim, First Commercial Secretary.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

COSTA RICA—Center lathe, 15" swing, 48" between centers; center lathe, 17" swing, 78" between centers; horizontal milling machine, 60" x 12", power and rapid traverse to all table movements, speeds 20-1000 rpm, arbor diameter 1¼", complete with one each dividing head, machine vise 3" and machine vise 6"; drilling machine, radial 36" or 48", drilling capacity 1¾" to 2" maximum, taper in spindle No. 4 Morse, complete with ½" drill chuck, coolant system and lamp, machine vise, speeds approx. 60-1000 reversible for tapping; 3-jaw chucks, 2; 4-jaw chuck; face plates, 2; 4-way indexing turret; taper turning attachment; shearing machine, power, 6 ft. wide, to cut mild steel up to #16 gauge; shaper machine, 24" stroke, complete with machine vise; press brake, 8 ft. wide, to fold up to ⅛" sheet; rotating centers, 2; chucks for tailstock, 2. Good used equipment preferred. Incomer Ltda., (manufacturer) P.O. box 2635, San Jose.

IRAQ—Automotive maintenance equipment. Direct purchase and agency. Halatah Brothers (Engineering) Co., W.L.L., (importer, wholesaler, retailer, contractor), Al-Wathba St., Baghdad. WTD 10/22/63.

MEXICO—Large lathes, shapers, milling machines, and grinding machines. Direct purchase and agency. Hersvic Machinery Co., S.A., (importer, wholesaler, retailer), Apartado Postal P.O. box 21409, Liverpool No. 80, Mexico, D.F. WTD 8/7/63.

MOROCCO—Bending, rolling, metal cutting machines, embossing press. Electrical requirements: 220/380 volt 3 phase 50 cycle; requests replies in French. C.A.M.A. (Compagnie Africaine de Matériels), (importer), 638, Boulevard Mohammed V, Casablanca.

NEW ZEALAND—Machine tools: lathes, jobbing, 7″, 8″, 10″; milling, shaping machines; drilling machines up to 1¼″; surface grinders; diesel engines, 200-1,000 h.p., marine, stationary; band saws, head rig, wheel diameters 6, 7, 8 ft.; band re-saws, center, side cutting feed, line bar feed; gang saws, 30″-40″; timber edging saws, 20″-28″ dia.; plywood, chipboard plant, pressing; plant equipment of various kinds. Direct purchase and agency. Mr. J. R. Don, Agency Manager, John Chambers & Son Ltd., (engineering and automotive merchants, importers), P.O. box 934, Auckland. WTD 7/23/63.

Power tools for threading pipe; copying lathes for metals or metal working; lathes of various types for metal working; contour milling machines for automatic copying of a model or template of a product; electro-discharge metal shaping machines; horizontal, vertical milling machines for metal; metal shapers; horizontal planers for metal; die casting machines; drilling, boring machines for metal. Optical comparator for inspecting fine engineering work in metals; electronic thickness gauge; various types of automatic control equipment. Direct purchase and agency. Mr. Earle W. Adams, Sales Engineer, Gollin and Co., Ltd., (importer, exporter, wholesaler, manufacturer), P.O. box 794, Wellington. WTD 6/24/63.

UAR—Steel metal stitcher; requests illustrative catalogs, fob prices, terms of payment, validity, date of delivery. A copy of the list describing type machinery desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Room 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4674. Engineering Dept., El Nasr Automotive Manufacturing Co., S.A.A., Wadi Hof, Helwan.

■ **VIETNAM**—Industrial machinery and machine tools, such as, benders, blowers, drills, grinders, lathes, band saws, tool bits, band saw blades; 25 items, various. Invitation No. 1025-18103. PIO/C No. 430-271-9-30406. U.S. source. Bid deadline December 6. Central Purchasing Authority, P.O. box H-5, Saigon. Cable: MAIDICH, Saigon. Specifications and conditions may be obtained from Mr. N. H. Quong, Embassy of Vietnam, 2251 R St., NW., Washington, D.C. SBC-452.

355 Special Industry Machinery

CONGO—Thirty looms for weaving of draperies for carded and worsted wool, polyester, viscose and other synthetic fibers, capable of producing draperies weighing from 300 to 500 grams per running meter 1.40 cm. wide, finished. Requests replies in French. Usines Textiles "Minerva", B.P. 8851, Leopoldville, Congo. Specifications, in French or English translation, are available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO-7-4675).

ENGLAND—Machinery for manufacture of corrugated cases. Direct purchase and agency. A. F. Stuart and Co., Ltd., (sales agents), 80 Fleet St., London, E.C.4.

GREECE—Processing, packaging plants for citrus fruits, peaches, raisins, figs, juices, milk, tobacco, olive oil, olives, and other agricultural products; packaging, packing equipment and materials; requests replies from manufacturers only. Direct purchase and agency. Pegasus, Ltd., (importing distributor, sales agent), 106 Aristotelous St., Athens. WTD 6/27/63.

MALAYSIA—Engraving machines. Olympic Sports, (importer, indent agent, retailer, wholesaler), 59 Jalan Campbell, Kuala Lumpur.

MEXICO—Soap making machinery; requests replies from manufacturers only. Direct purchase and agency. Procesos e Ingenieria, S.A., Paseo de la Reforma 116-805, Mexico, D.F. WTD 10/14/63.

Food canning machinery; requests replies from manufacturers with prices, descriptive literature. Direct purchase and agency. Cia. Arro de Representaciones, S.A., Apdo. Postal 28974, Mexico 17, D.F. WTD 9/23/63.

MOROCCO—Wood working machines such as parallel lathes, drilling machines, power hacksaw machines. Electrical requirements: 220/380 volt 3 phase 50 cycle. Also hand power wood working tools; requests replies in French. C.A.M.A. (Compagnie Africaine de Matériels), (importer), 638, Blvd. Mohammed V, Casablanca.

Cereal separating, washing, sizing, and milling machines; requests replies in French. Mohamed Larbi, 18, avenue Hassan II, Meknès. WTD 10/31/63.

NEPAL—Pipe-making machinery: complete plant to produce 1,000′-1,500′ mild steel, galvanized pipe per 8 hour shift, from max. ¼″ plate to dia. from ½″ to 3″. Catalogues, price quotations, delivery times desired. Anand Kumar Rice & Oil Mills, (manufacturer), Rajbiraj (NEPAL), c/o P.O., Kunauli Bazaar, Bhagalpur District, Bihar, India.

NEW ZEALAND—Hydraulic machines, two, to bend 4″ and/or up to 6″ dia. copper tubes in the manufacture of plumbers' sanitary traps and open bends, as used in hospital plumbing. Mr. G. P. Sage, Director, G. P. Sage Ltd., (importer), P.O. box 2276, Auckland, C.1. WTD 10/22/63.

NORWAY—Machinery for fish processing plants, particularly cleaning, filleting, scaling, de-boning machines; requests replies from manufacturers only. Haalke & Co., (manufacturer's agent), Mollergaten 24, Oslo. WTD 1/28/63.

■ **PAKISTAN**—Spares, general parts for ginning machinery, made by Continental Gin Co., Prattville, Alabama, Model 1960, including separators, vacuum cotton feeders, impact cleaner, D.F.B. lint cleaner, chains, high density delta press, Vickers directional valves packing, bale zip lifter P & H, V-belts; spare parts required for statifier Model CL Serial 7C 2202. Samuel Jackson Manufacturing Co., 2518 Erkskine St., Lubbock, Texas; electrical spare parts for ginning. Import license No. 208207. Loan No. 391-H-066. U.S. source. Quotations desired by November 28. The Burewala Textile Mills Ltd., Riaz Bldg., Rangmahal Chowk. Lahore. Cable: YARNSUP, Karachi.★ SBC-452.

Printing machinery: letter presses and offset presses; printing and binding machinery; samples requested. Direct purchase and agency. The West Pak Publishing Co., Ltd., (manufacturer, importing distributor), 56 N. Gulberg II, Lahore. WTD 10/22/63.

Printing machinery, spares and accessories: offset printing 30″ x 40″, 22″ x 36″, 22″ x 30″, 15″ x 22″; letter press printing 22″ x 36″, 22″ x 30″, 20″ x 30″, 18″ x 22″, 15″ x 22″, 18″ x 22″; direct litho printing 36″ x 44″, 22″ x 36″; tin printing press by offset process 22″ x 30″; mechanical: composing monotype operating and casting machines with super caster; plate making process section compressing process camera, whirler, contact-box, printing down frame, retouching cabinet. Direct purchase and agency. Sh. Ghulam Ali & Sons, (printer, publisher, importing distributor), Kitab Manzil (P.O. box 528), Kashmiri Bazar, Lahore. WTD 10/23/63.

Printing machinery with accessories, parts: letter presses 20″ x 30″, 40″ x 30″, 36″ x 44″; offset presses 20″ x 30″, 40″ x 30″, 36″ x 44″, cutting, creasing and packaging machines, laminating and varnishing machines. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

Printing machinery, spares and accessories: block printing machinery, cylinder press cutting machine; offset printing machine: sizes 15″ x 20″, 20″ x 30″, 30″ x 40″, 22″ x 44″, 30″ x 44″, 36″ x 44″; requests samples. Taj Company Ltd., (manufacturer), 98 Railway Road, Lahore. WTD 10/23/63.

THAILAND—Complete manufacturing plant for household electric bulbs with a production capacity of about 800 pieces per hour; machinery needs include: glass tube cutting machine, flare machine, stem machine, anchor machine, hand marking machine, exhaust machine, sealing machine, basing machine, vacuum pump, flashing and rotary lighting machine. Buan Hua Huat Ltd. Partnership, (importer, wholesaler, retailer), 282-284 Werng Nakorn Kasem, Bangkok.

Complete plant for the manufacture of automobile headlights, Christmas tree lights, other miniature light bulbs; capacity about 1,000 pieces per hour. Machinery should include automatic flare machine with about 8 heads; automatic stem machine, about 12 heads; automatic anchor inserting machine, 6 heads; foot pincher for house lamp making; automatic sealing machine, 12 heads; automatic exhaust machine, 24 heads; basing machine, small size, 40 heads. Buan Hua Huat Ltd. Partnership, (importer, wholesaler, retailer), 282-284 Werng Nakorn Kasem, Bangkok.

356 General Industrial Machinery

BRAZIL—Industrial and automobile bearings, all types. Direct purchase and agency. Gerson Antonio Tavares, (importer, agent), Praça da Sé 297, 3° andar, São Paulo. WTD 10/31/63.

IRAN—Long-lasting filters for final stage of vodka production, for use in producing clear, odorless liquid. Mashrubsazi Khatchik Ghazarian, (manufacturer, wholesaler, retailer), Entehaye Khiaban Shahnaz-Shahnaz Extended, Tabriz.

MEXICO—Compressors, dry vacuum pumps; air, portable. Direct purchase and agency. Hersvic Machinery Co., S.A., (importer, wholesaler, retailer), Apartado Postal, P.O. box 21409, Liverpool No. 80, Mexico, D.F. WTD 8/7/63.

■ **PAKISTAN**—Low pressure centrifugal sewage pumps, 18 nos., vertical spindle type for installation in dry well capable of lifting sewage against a total head of 50′, various capacities; spare parts for 2 years for pumps and motors. Specific gravity of sewage to be

pumped will be 1.02; pumps may be with open shaft or with columns; pumps required at different places and automatic control preferred. Import license No. 355501. Loan No. 391-H-056. U.S. source. Bid deadline December 8. Tender No. AID/391-H-056/7835. The Director of Industries, Government of W. Pakistan, Supply Wing, Lahore. Detailed specifications may be obtained by requesting the Tender No. from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-454.

357 Office, Computing, Accounting Machines

■ **INDIA**—Data processing machines, card punch, 4 Nos., card verifier, 3, sorter, accounting machine, alphabetical, reproducer, calculating punch, selectors. Reference No. 55(14)/63-Aid(1). Import license No. A.563142. Loan No. 386-A-055. U.S. source. Quotation date December 5. Economic & Statistical Adviser, Government of Punjab, Chandigarh.★ SBC-452.

JORDAN—Portable typewriters. Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

358 Service Industry Machines

■ **CHINA**—Air conditioning equipment, AID-004; billing machines, invitation No. AID-008. Bid deadlines extended from October 31 to November 30 by Central Trust of China, Purchasing Department, 68 Yen Ping Nan Lu, Taipei. Loan No. 12. U.S. source. SBC-452.

ENGLAND—Commercial refrigeration accessories, supplies. Agency and direct purchase. Zero Electric Ltd., (manufacturers, importers, exporters, sales agents, wholesalers), 55 Brace St., Walsall, Staffordshire. WTD 4/17/63.

■ **GREECE**—Extension of equipment required for refrigeration stores and ice making plant in Aigion of the Commercial Co. El. Eliopoulos. Long descriptive list. Loan No. 240-H-022 (AID 39). U.S. source. Quotation date December 9. El. Eliopoulos Co., Aigion. SBC-449.

■ **INDIA**—High torque refrigeration duty capacitor start induction run single phase ¼ h.p., 230 volts, 50 cycles, 1425 rpm, 15 Nos.; same, except ⅓, ½, ¾ h.p., 60, 170, 50 nos.; forged brass shut-off valves; various forged brass long and short SAE flare nuts, elbows, unions, various switches, valves, various, large numbers. Reference No. 65(215)/62-AID.I. Import license No. A-589197/61. Quotation date December 20. Richardson & Cruddas Ltd., Post Box 1276, First Line Beach, Madras. Loan No. 386-A-055 (DLF 217). U.S. source.★ SBC-452.

● **IRAQ**—Electrical drinking water coolers, 50; not less than 20 gallon capacity. Tender No. 38/63, bid deadline January 5, 1964. The Ministry of Health, Baghdad.★ Specifications available from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, against payment of ID 2 ($5.60) per copy, plus 70¢ to cover air mailing charges from Baghdad to the U.S. (Telephone: 202-WO 7-3518).

MEXICO—Floor maintenance equipment: requests replies in Spanish. Maya, S.A., (importer, retailer), Av. Oaxaca No. 37, Mexico 7, D.F. WTD 9/19/63.

NORWAY—Commercial cooking equipment: small grills or heaters for rapid heating of hot dogs. Must operate on 220 volts AC 50 cycles and meet standards of the Norwegian Electrical Materials Testing Laboratory. Lai Berg A/S, (importing wholesaler), 73 Wm. Thranesgate, Oslo. WTD 5/16/61.

Commercial, garment dry cleaning machines, such as automatic machines using perchloroethylene; centrifugals for cleaning with benzine. P. Wessel Schwabe, (importing distributor, manufacturer's agent), 10b Tomtegaten, Oslo. WTD 12/4/62.

■ **PAKISTAN**—Centrifugal chiller, comprising gas driven compressor, cooler, condenser, capacity 600 tons, 2; gas engine, 670 hp, 1200 rpm, to operate from natural gas with after cooler, heat exchanger and starting device, 2; induced draught water cooling tower to cool 2400 USGPM, for supplying condenser water to first item, 64 items. Import license No. 344463. Quotation date December 10. The National Bank of Pakistan, P.M.A. Bldg., Nicol Rd., Karachi. Loan No. 391-H-066. U.S. source.★ SBC-454.

■ **URUGUAY**—Air conditioning equipment for the telephone exchanges of Montevideo, 20 sets, capacity 12,000 to 15,000 frigorics per hour, air circulation, 45 to 50 cubic mt., per minute. Specifications No. 3129. Loan No. 72. Worldwide (899). Bid deadline December 4. Administracion General de las Usinas Electricas y los Telefonos del Estado, Palacio de la Luz, Paraguay 2431, Montevideo. Invitation No. 5457/63. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive and Independence Ave., S.W., Washington, D.C. SBC-454.

361 Electric Transmission, Distribution Equipment

■ **AFGHANISTAN** — Current transformer, model 461, type 5, Weston instruments, or equal. Various numbers and quantities; sensitive instruments, or equal, Singer Metrics Div., various items. Quotations fob Cambridge, Massachusetts, where they will be crated for sea shipment to Kabul, Afghanistan, by E.S.O. Quotations to be submitted to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., 164 Main St., Watertown 72, Massachusetts. Requisition No. WP-12. R.F.Q. A-13. U.S. source. Quotations date December 9. Contract No. AID/NESA-40.★ SBC-449.

ENGLAND — Radar and microwave test equipment, components and associated electronics. Roberts Electronics Ltd., (importers, sales agents), 17 Hermitage Rd., Hitchin, Hertfordshire. WTD 10/30/63.

■ **INDIA**—1000 gal. capacity indirect heated and cooled reactor unit; thinning tank; horizontal plate filter, inert gas generator unit, 350 gal. capacity stainless steel weigh tanks, 2. C.I.F. Madras. Reference No. 13(2)/63-AID-II. Import License No. 978524/DLF.157/62/HQ/CG.III. Loan No. 386-@-032 (DLF 157). U.S. source. Quotations date December 15. Addisons Paints & Chemicals, Ltd., Huzur Gardens, Sembian, Madras 11.★ SBC-449.

ITALY—Electronic, electric instruments: oscilloscopes, voltmeters, sinusoidal generators, wave and impulse generators, microwave test equipment, meters, feeders, distortion meters, galvanometric recorders, bridges, q-meters, measuring instruments for transistors. Ing. Mario Vianello, (agent), Via Agnelli 13, Milan. WTD 2/6/63.

362 Electrical Industrial Apparatus

MOROCCO—Arc welding electrodes, 2 mm. to 4 mm. dia., all types. Requests replies in French with quotations cif Casablanca. Société Yves Rouger, (importer), 640, Boulevard Mohammed V, Casablanca.

363 Household Appliances

CHILE—Cooking ranges, heaters, refrigerators, freezers, washing machines; gas. Gonzalez, Aguirre & Cia. Ltda., (importer, wholesaler), Waldo Seguel 608, Casilla 441, Punta Arenas. WTD 10/28/63.

JORDAN — Washing machines, electric vacuum cleaners. Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

365 Radio, Television Receiving Sets

ECUADOR—T.V. sets, 19" and 23", printed circuits, in kits, without cabinets, ready for assembly. Comercial Importadora J. J. Medina C. A., (importer), Aguirre No. 407-409, P.O. box 707, Guayaquil. WTD 8/13/62.

PAKISTAN—Phonograph records: popular, classical, children's. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

366 Communication Equipment

● **GREECE**—Supply of 1,750 terminal boxes for pole and wall mountings at an estimated cost of $72,000. Tender No. 6261, bid deadline December 13. Hellenic Telecommunications Organizations, Supply Dept., 20 Patision St., Athens.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—Supply of 100 telephone sets, associated equipment. Equipment must comply with specifications of the British General Post Office. Tender No. 117/63, bid deadline December 29. Director General, Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4823).

ITALY—Oscillators. Ing. Mario Vianello, (agent), Via Agnelli 13, Milan. WTD 2/6/63.

MEXICO—Radio communication equipment for single side band installations. Direct purchase and agency. Deksa, S.A., (importer, retailer, wholesaler), Tabasco No. 165, Mexico 7, D.F. WTD 9/23/63.

THAILAND—Radio receivers, commercial, fixed, mobile, portable; single side band radio transceivers, 100 watt, 4 to 6 channels. Sunshine Co., Ltd., (importer, wholesaler), 742 Panurangsi Rd., Vangburapa, Bangkok.

VENEZUELA—Radio receivers, transmitters for aircraft. Direct purchase and agency. Aeronautical Alpo S.r.l., (importer, sales agent), Apartado Chacao 4343, Caracas, and Aeropuerto La Carlota, Caracas. WTD 10/14/63.

367 Electronic Components, Accessories

AUSTRALIA—High fidelity components. Direct purchase and agency. Fred A. Falk & Co. Pty. Ltd., (importer, manufacturer), 28 King St., P.O. box 34, Rockdale, N.S.W.

MEXICO—Electron tubes, transmitting, receiving. Direct purchase and agency. Deksa, S.A., (importer, retailer, wholesaler), Tabasco No. 165, Mexico 7, D.F. WTD 9/23/63.

371 Motor Vehicles, Motor Vehicle Equipment

■ **BOLIVIA**—Trucks, 4 x 4 Scout pick-up, 4 cylinder, min. 72 BHP, International Willys, or equal, 10 each. Invitation No. MOE-0027-PS-63. PIO/C No. 511S71AA-9-30169. Limited world wide (901). Bid deadline December 5. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINEDONOMIA, La Paz. Copies of detailed specifications, special instructions, conditions, including bid forms, may be obtained from the Embassy of Bolivia, 1145-19th St., N.W., Washington, D.C. Attn: Dr. Salcedo. SBC-450.

■ **CHINA**—Trucks, invitation No. AID-006; Diesel equipment, AID-003, alternator 0.8 power factor for period of two hours; tools, parts, AID-007; electrical apparatus, parts, AID-005. Bid deadlines extended from October 30 to November 29. Central Trust of China, Purchasing Department, 68 Yen Ping Nan Lu, Taipei. SBC-452.

ENGLAND—Automobile accessories, especially for sports autos; supertuning (hot-rodding) equipment. Agency and direct purchase. Motor Books and Accessories, (manufacturers, exports, importers, wholesalers), 33 St. Martin's Court, St. Martin's Lane, London, W.C.2. WTD 4/1/63.

JORDAN—Used automobiles. Amman Trading Office, (importer, retailer, wholesaler, commission agent), P.O. box 1787, Amman.

ISRAEL—Cylinder locks with matching key blanks, for motor car doors. Exporter, manufacturer requests prompt offers with cif prices and samples. "Israel Mastercraft", Dr. Martin Stern, P.O. box 14158, Tel Aviv. WTD 6/26/63.

MEXICO—Repair, replacement parts (new and used) for motor vehicles. Refaccionaria El Engrane, S.A., (importer, retailer), Av. Peralvillo No. 123; Mexico, D.F. WTD 6/19/63.

● **TAIWAN**—Pick-up trucks, 3 man, 6 units; 6 man, four door, 2 units. Bid deadline December 12, tender No. IDA-B0001-1. Purchasing Dept., Central Trust of China, 68 yen Ping S. Rd., Taipei.★ (Telephone: 202-WO 7-3294).

372 Aircraft, Parts

ECUADOR—Helicopters, small type, to be utilized for highway study purposes; capable of high altitude operation. Offers to include accessories used by state highway departments, or Bureau of Public Roads in U.S. Requests catalogs and other illustrated literature if available. Requests replies in Spanish. Coronel Segundo Morochz, Ministro de Obras Públicas y Telecommunicaciones, Ministerio de Obras Públicas, Quito.

373 Ship Building, Repairing

BAHRAIN—Small motorboats. Ahmed A. Z. Al-Wazzan, (importer, wholesaler, retailer), Tijjar Road, Bahrain. WTD 10/28/63.

374 Railroad Equipment

■ **INDIA**—Prime steel tires for steam locomotives, 56 Nos., various W.S. numbers; prime steel axles for steam locomotives, 12 nos., various. Prices quoted cif basis. Reference No. DC/217/BDL/155. Import license No. CL/82/14/23104/8. Loan No. 386-H-082. U.S. source. Quotation date December 3. The Howrah Amta Light Railway Co., Ltd., Managing Agents, M/S Martin Burn, Ltd., Mercantile Bldgs., 9 Lalbazar St., Calcutta 1. Single copies of drawings may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave. S.W., Washington, D.C. SBC-449.

● **NEW ZEALAND**—Supply of 200 "UR" steel flat cars, 3' 6" gauge, worldwide tender, C.M.E. specification No. 354. Bid deadline January 22, 1964. Prior to making application for necessary drawings on payment of a fee of NZ£50 (approximately $140.00) to New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, C.1., the specifications, terms, and conditions of contract may be reviewed by interested manufacturers in Room 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WOrth 7-4816).

381 Engineering, Laboratory, Scientific, Research Instruments

ECUADOR—Laboratory equipment, complete installation for soil testing, comparable to that used by small U.S. state highway departments. Laboratory to be equipped to handle investigations of a variety of mountain, coastal area soils, other materials found in Ecuador. Quotations and catalogs requested, Requests replies in Spanish. Ing. Antonio Salgado, Director General de Obras Públicas, Ministeria de Obras Públicas, Quito.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

CHILE—Water meters, 450. Bid deadline December 5. Bidders must be legally represented in Chile. Empresa de Agua Potable, Avenida General Bulnes 129, Santiago de Chile.★ (Telephone: 202-WO 7-2312).

■ **INDIA**—Electronic, acoustic and electrical testing measuring instruments, 16 items, such as wave guide tuners, power units, Klystron oscillator, crossguide directional couplers, wave guide detector, RF Millivot meter. Tender No. S/187. Loan No. 386-H-082. U.S. source. Bid deadline December 9. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. SBC-450.

ISRAEL—Control instruments for pressure, temperature, speed. Nahum Botkovsky, (manufacturer's representative), P.O. box 14072, Tel Aviv. WTD 6/12/63.

384 Surgical, Medical, Dental Equipment

MEXICO—Hearing aids and parts. Direct purchase and exclusive agency. Internacional Auditiva, S.A., (importer, retailer, wholesaler), Bolivar 15-304, Mexico, D.F. WTD 10/7/63.

● **TURKEY**—Diving apparatus: 60 meter ⅝" diving hose with bronze coupling complete standard in 4 15-meter pieces; 2 complete air filters; 2 complete depth gauges. Tender No. 3001/409, bid deadline December 10. Denizcilik Bankasi T.A.O., Malzeme Mudurlugu (Turkish Maritime Bank, Materials Purchasing Dept.), Istanbul.★ (Telephone: 202-WO-7-2939).

VENEZUELA—Medical equipment and supplies; requests replies in Spanish. Direct purchase and agency. Organizacion Mara, S.A., (sales agent), Apartado 2826, Caracas, and 21 y 23 Ibarras a Maturin, Edificio La Seguridad, Oficina 308, Caracas. WTD 10/15/63.

385 Ophthalmic Goods

BAHRAIN—Eyeglasses, sunglasses, glasses frames, safety glasses. Ahmed A. Z. Al-Wazzan, (importer, wholesaler, retailer), Tijjar Road, Bahrain. WTD 10/28/63.

JORDAN—Ophthalmic sunglasses. Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

386 Photographic Equipment

GERMANY—Small photocopying machines, equipment; importing distributor, wholesaler requests replies from U.S. manufacturers only, with quotations cif European ports. Registrierkassen-Verkaufs-Organisation Heinz Gies, 81 Nordstrasse, 432 Hattingen/Ruhr. WTD 9/26/63.

● **IRAQ**—750 rolls of 100 feet, 16-mm., negative film, speed sensitivity 27°-30° schiner, 750 rolls of 100 feet 16-mm. negative film, speed sensitivity 32°-36°. Tender No. 39/63. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Bid deadline December 29.★ (Telephone: 202-WO 7-2778).

PAKISTAN—Photo films and plates; samples requested. Direct purchase and agency. The West Pak Publishing Co., Ltd., (manufacturer, importing distributor), 56 N. Gulberg II, Lahore. WTD 10/22/63.

Educational film strips. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

394 Toys, Amusement, Sporting Goods

FRANCE—Electronic toys; requests replies in French. Direct purchase and agency. Radio Volta, (retailer), 30 rue Volta, Paris 3e.

GIBRALTAR—Equipment, tackle of all types for use in deep sea fishing. Andrew de Torres & Sons Ltd., (importer—wholesale/retail), 3 Crutchett's Ramp, Gibraltar. Cable: TORRESON. WTD 10/29/62.

JORDAN—Toys, all kinds. Amman Trading Office, (importer, wholesaler, retailer, commission agent), P.O. box 1787, Amman.

MALAYSIA—Golf clubs, basket balls, athletic pole vault poles, cross-bars, other sports equipment; crash helmets for motor scooter riders. Olympic Sports, (importer, indent agent, retailer, wholesaler), 59 Jalan Campbell, Kuala Lumpur.

WALES—Toys, games, sporting goods, all kinds. Agency and direct purchase. Davies Steel Specialities Ltd., (manufacturer, exporter, wholesaler), Kingswood Estate, Pembroke Dock, South Wales. WTD 10/28/63.

395 Pens, Pencils, Office, Artists' Materials

MALAYSIA—Fountain pens. Olympic Sports, (importer, indent agent, retailer, wholesaler), 59 Jalan Campbell, Kuala Lumpur.

MOROCCO—Small plank of cedar incense, 0.65 mm. x 65 mm. x 180 mm.; metallic pigments, varnishes; erasers, ferrules; special glue for pencils; tylosis, for lead rigidity; non-acid tallow. Requests replies in French with quotations cif Casablanca. Manufacture Nationale de Crayons (Manacra), (manufacturer), 52 Boulevard de Grande Ceinture, Ain Sebaa, Casablanca.

PAKISTAN—Ballpoint pen, pencil sets; pen-

cils. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

Pens; pen, pencil sets; fountain pens; ball point pens. Imperial Book Depot, (importing distributor, manufacturer), Kirpa Ram Bldgs., 65 The Mall, Lahore. WTD 10/28/63.

396 Costume Jewelry, Novelties, Buttons, Notions

MOROCCO—Metallic buttons for wearing apparel. Direct purchase and agency. Etablissements Al Achbili Frères (manufactures' agent), 4 rue du Rhône, Boite Postale 864, Casablanca. WTD 11/4/63.

399 Manufacturing Industries

GERMANY—Hair goods made of human hair, especially new type products. J. Bergmann & Co., (Haarfabrik), 7958 Laupheim, Wuerttemberg, Radgasse 22. WTD 11/4/63.

MEXICO—All kinds of pipes (smoking); requests literature, price quotations. Direct purchase and agency. Guilder, S.A., (importer, wholesaler), San Juan de Letran No. 37, 3er piso, Mexico, D. F. WTD 8/28/63.

PAKISTAN—Globes, maps, charts. Direct purchase and agency. Ferozsons Ltd., (manufacturer, importing distributor), 60 The Mall, Lahore. WTD 10/24/63.

Gifts and novelties. Imperial Book Depot, (importing distributor, manufacturer), Kirpa Ram Bldgs., 65 The Mall, Lahore. WTD 10/28/63.

■ **VIETNAM**—Iron and steel products: pliers, bevels, gauges, 8 items, in various quantities; various commodities; line voltage regulators; transformers; switches; connectors; conduits; terminals; couplings; copyflex machine, paper; microphone; electric generator; duplicator; friction tape, projection bulbs; 103 items. Invitation No. 1024-18103. Bid deadline December 6. Central Purchasing Authority, P.O. box H-5, Saigon. Specifications and conditions may be obtained from Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., N.W., Washington, D.C. SBC-452.

■ Iron and steel products, 86 miscellaneous items: storage cabinets; hand drills; sockets; handles, adapters; wrenches; pliers; screwdriver; industrial machinery and machine tools: electric grinder; paint sprayer; vacuum sweeper; vacuum cleaner; dust collector; sander; electric drills; brake bleeding tank; torquometer; 40 items; motor vehicle spare parts, 98 items: de-greasers; gasket kits; all purpose hoses; hydraulic jacks; wheel balancer service sets; fuel injection pumps; various gauges. Invitation No. 1026-18103. PIO/C No. 430-271-9-30401. U.S. source. Bid deadline December 6. Central Purchasing Authority, P.O. box H-5, Saigon. Cable: MAIDICH, Saigon. Specifications and conditions may be obtained from Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., N.W., Washington, D.C. SBC-452.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Foods

CHILE—Dehydrated foods. Laboratorio Geka S.A., (manufacturer), Avda. Portugal 1168, Casilla 3867, Santiago. WTD 10/25/63.

ENGLAND—Frozen foods, wide range, but particularly frozen fish. Smedley's Ltda., (manufacturers, importers, exporters), Whyteleafe, Surrey. WTD 1/25/62.

220 Textile Mill Products

SOUTH AFRICA—Dacron, rayon, cotton, shirting textiles; drills of 7½ to 9 oz. for men's trousers; cotton prints for women's, children's dresses 80 x 80 construction; requests replies from manufacturers only. Mill Agents S.A., Pty., Ltd., (manufacturers' agent), P.O. box 3161, Cape Town. WTD 6/14/63.

221 Broad Woven Fabric Mills, Cotton

ECUADOR—Tablecloths, cotton damask. Requests replies in Spanish. Octavio Baquerizo Roca, (agent), Elizalde No. 117, P.O. box 141, Guayaquil. WTD 9/23/63.

NYASALAND—Cotton piece goods. Bath Agencies, (manufacturers' representative), P.O. box 330, Blantyre. WTD 6/28/62.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

NORWAY—Man-made fabrics for manufacture of women's dresses, blouses, suits. Carsten C. Voss, (manufacturers' agent), 25 Storgaten, Oslo. WTD 8/6/63.

225 Knitting Mills, Products

NORWAY—Knitted apparel for men, women, children; medium, low-priced. Einar H. Wilskow, (manufacturers' agent), 14 Storgaten, Oslo. WTD 10/4/62.

229 Textile Goods

ECUADOR—Tablecloths, Nottingham lace. Requests replies in Spanish. Octavio Baquerizo Roca, (agent), Elizalde No. 117, P.O. box 141, Guayaquil. WTD 9/23/63.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

NORTHERN RHODESIA—Men's suits, ready-to-wear, in wash-and-wear fabrics; summer weight. B. Gordon (Zambia) Ltd., (manufacturers' representative), P.O. box 2178, Lusaka.

NYASALAND—Men's woolen suits, jackets, cardigans. Bath Agencies, (manufacturers' representative), P.O. box 330, Blantyre. WTD 6/28/62.

232 Men's, Youths', Boys' Furnishings, Work Clothing

NORWAY—Men's dress shirts manufactured from cotton or man-made fibers. Requests replies from manufacturers only. Carsten C. Voss, (manufacturers' agent), 25 Storgaten, Oslo. WTD 8/6/63.

NYASALAND—Men's shirts, all types. Bath Agencies, (manufacturers' representative), P.O. box 330, Blantyre. WTD 6/28/62.

233 Women's, Misses', Juniors, Outerwear

NORWAY—Dresses and blouses for women, misses, juniors; medium-priced. Einar H. Wilskow, (manufacturers' agent), 14 Storgaten, Oslo. WTD 10/4/62.

NYASALAND—Women's cotton dresses. Bath Agencies, (manufacturers' representative), P.O. box 330, Blantyre. WTD 6/28/62.

239 Fabricated Textile Products

ECUADOR—Tablecloths. Requests replies in Spanish. Octavio Baquerizo Roca, (agent), Elizalde No. 117, P.O. box 141, Guayaquil. WTD 9/23/63.

242 Sawmills, Planing Mills

ENGLAND—Douglas fir, hemlock, cedar. Corkhill, Hyslop & Co., (agent), 2 Union St., Liverpool. WTD 7/23/63.

261 Pulp Mills Products

INDIA—Wood pulp rayon grade. M. G. Corp., (importer, wholesaler), 31 Forbes St., Bombay. WTD 5/16/62.

273 Books

CHILE—Professional, technical, scientific books. Gerardo C. Westenenk M., (importer, wholesaler), Huerfanos 1044, Oficina 45, Casilla 3230, Santiago. WTD 11/4/63.

MEXICO—Books, published in Spanish, English. Queromon Editores, S.A., Apartado postal 7914, Bucareli No. 59-1er piso, Mexico, D.F. WTD 10/8/63.

Books in Spanish. Libreria Patria, S.A., (importer, exporter, wholesaler, retailer), Apartado postal 2055, Av. 5 de Mayo No. 43, Mexico, D.F. WTD 10/14/63.

278 Bookbinding Industries

MEXICO—Accounting books, related supplies. Proveedora del Contador, S.A., (importer, exporter, wholesaler, retailer, manufacturer), Av. Francisco I. Madero No. 26-201, Mexico, D.F. WTD 10/16/63.

280 Chemicals

ITALY—Fire clay, coloring earth, pearlite, lampblack, synthetic rubber, chemical products, turpentine, titanium oxide. Distributor of U.S. products, prepared to handle packaging of material provided U.S. exporter is willing to establish his own marketing facilities in Italy. Temacielo Shipping Agency, (distributor, forwarder, shipping agent, sales agent), 7/3 V. S. Agnese, Genoa.

281 Industrial Chemicals

INDIA—Caustic soda, rayon grade. M. G. Corp., (importer, wholesaler), 31 Forbes St., Bombay. WTD 5/16/62.

SWEDEN—Pigments, resins, drying agents, and other raw materials for the paint, plastic, paper, rubber industries. Lenbro AB, (agent), Ostra Hamngatan 15, Göteborg C.

282 Synthetic Materials

NORWAY—Acrylic resins; must permit pigmentation by metallic oxides. Requests replies from manufacturers only. Waldm. Ellefsen, (manufacturers' agent), 3 Tollbugaten, Olso WTD 6/27/61.

283 Drugs

CHILE—Medicinal, veterinary preparations. Berthold Reich M., (importer, wholesaler),

Suarez Mujica 1970, Casilla 10132, Santiago. WTD 10/18/63.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

CHILE—Cosmetics, toilet preparations. Laboratorio Geka S.A., (manufacturers), Avda. Portugal 1168, Casilla 3867, Santiago. WTD 10/25/63.

285 Paints, Varnishes, Lacquers, Enamels

ITALY—Marine paints, varnishes for ship bottoms, other uses. Offers storage facilities. Tecnoil Sapla S.p.A., (manufacturer), Lungo Bisagno Istria 14, Genoa.

301 Tires, Tubes

PAKISTAN—Tires, inner tubes for trucks, buses, cars, motor cycles, scooters. Dacca Auto Rickshaw Co., (importer, wholesaler, retailer, agent), 27 Jinnah Ave., Dacca.

307 Plastics Products

CHILE—Plastic household goods, tableware. Gonzalez, Aguirre & Cia., Ltda., (importer, wholesaler), Waldo Seguel 608, Casilla 441, Punta Arenas. WTD 10/28/63.

NORWAY—Non-woven laminated fabrics for the manufacture of (cutting into) florists' ribbons. Samples available on loan basis from the Trade Opportunities Section BDSA-111, Room 4203, Department of Commerce, Washington, D.C., 20230 (Telephone: 202-Wo 7-4675). Nederlandsk Tekstil Eksport A/S, (manufacturers' agent), 7b Raadhusgaten, Oslo. WTD 8/30/63.

313 Boot, Shoe Cut Stock, Findings

NEW ZEALAND—Faille fabric for shoe uppers; plastic fabrics for shoe manufacturing trade; liquid adhesive for adhering flexible PVC surfaces together. Mr. L. T. Carr, Director, R.T. Carr Ltd., (manufacturers' representative, merchant, importer), P.O. box 8099, Auckland. WTD 10/24/63.

322 Glass, Glassware

ITALY—Table, household glassware: handmade, machine made, blown, pressed. Emilio Fischer & Co., (agent), Via Visconti Venosta 7, Milan. WTD 9/19/63.

326 Pottery

ITALY—Table and household chinaware. Emilio Fischer & Co., (agent), Via Visconti Venosta 7, Milan. WTD 9/19/63.

342 Cutlery, Hand Tools, General Hardware

CHILE—Builders' hardware; hand tools, accessories. Gonzalez Aguirre & Cia., Ltda., (importer, wholesaler), 608 Waldo Seguel, Casilla 441, Punta Arenas. WTD 10/28/63.

349 Fabricated Metal Products

NORWAY—Hydraulically operated safety valves and fittings for control of volatile liquids (LP gas) on board LP gas tankers. G. Stenberg, (manufacturers' agent), 170 Ekebergveien, Oslo. WTD 10/17/63.

352 Farm Machinery

ITALY—All types of farm machinery, except plows; exclusive agency. Rag. Q. Laurenzi e C., S.p.A., (agent), 31 Via Luigi Luzzati, Rome.

353 Construction Machinery

CHILE—Mining transportation equipment, accessories, repair parts; specialized mining machines, equipment, repair parts; stationary crushing, pulverizing screening machinery, repair parts; mining drills, accessories, repair parts; smelting, refining machinery, repair parts; underground mine locomotives, repair parts. V.D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

Specialized mining machines, equipment repair parts; stationery crushing, pulverizing, screening machinery, repair parts; smelting, refining machinery, repair parts; mining drills, accessories, repair parts. Morrison & Cia. S.A.C., (importer, wholesaler), Moneda 1481, Casilla 212, Santiago. WTD 9/13/62.

Oil field machinery, equipment: surface, sub-surface well drilling equipment; exploration machinery, equipment; oil, gas well machinery, equipment; well survey machinery, equipment; well servicing machinery, equipment. Morrison & Cia. S.A.C., (importer, wholesaler), Moneda 1481, Casilla 212, Santiago. WTD 9/13/62.

ITALY—Construction, earth moving machinery, equipment; exclusive agency. Rag. Q. Laurenzi e C., S.p.A., (agent), 31 Via Luigi Luzzati, Rome.

NEW ZEALAND—Shovels, draglines, pullshovels. John Burns (Engineering) Ltd., (importers, wholesalers), 13 Gore St., Auckland, C.1. WTD 7/19/63.

TURKEY—Road building, repairing equipment. Mortas Türk Madencilik ve Ticaret Kol. Sti., (exporter, agent), Kervansaray, Apt. 1, Cumhuriyet Caddesi, Harbiye, Istanbul.

354 Metalworking Machinery

ITALY—Oxy-acetylene cutting apparatus, pantograph type. A.S.C.I.—s.r.l., (agent, manufacturer), Via Toffetti 25, Milan.

NEW ZEALAND—Saws, drills, drill kits, polishers. Spedding Ltd., (importers, distributors), P.O. box 462, Auckland. WTD 12/11/62.

355 Special Industry Machinery

CHILE—Fish reduction plant equipment, machinery. Gerardo C. Westenenk M., (importer, wholesaler), Huerfanos 1044, Oficina 45, Casilla 3230, Santiago. WTD 11/4/63.

Fish reduction plant equipment, machinery. Morrison & Cia. S.A.C., (importer, wholesaler), Moneda 1481, Casilla 212, Santiago. WTD 9/13/62.

Fish reduction plant equipment, machinery. Sociedad Sud-Americana de Importaciones y Exportaciones Ltda. "Sudminex," (importer, exporter), 172 Bandera, Oficina 3 & 4, Casilla 176, Santiago. WTD 11/4/63.

Petroleum refinery machinery, equipment, parts. Morrison & Cia. S.A.C., (importer, wholesaler), Moneda 1481, Casilla 212, Santiago. WTD 9/13/62.

Foundry equipment, machinery. V. D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

Fish reduction plant equipment, machinery. V. D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

ENGLAND—Polystyrene making machinery and moulds. Agency and direct purchase. Revel Engineering Co., Ltd., (manufacturers), Hayes Rd., Southall. Middlesex WTD 5/10/63.

SWEDEN—Machines used by the paint, plastic, paper, and rubber industries. Lenbr AB, (agent), Ostra Hamngatan 15, Göteberg C.

356 General Industrial Machinery

NEW ZEALAND—Special application pumps for chemical, pulp, paper industries. John Burns (Engineering) Ltd., (importers, wholesalers), 13 Gore St., Auckland, C.1. WTD 7/19/63.

363 Household Appliances

ITALY—Small household electric appliances. Emilio Fischer, (agent), Via Visconti Venosta 7, Milan. WTD 9/19/63.

366 Communication Equipment

CHILE—Electronic navigational aids for fishing vessels. V. D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

Electronic navigational aids for fishing trawlers. Sociedad Sud-Americana de Importaciones y Exportaciones Ltda. "Sudminex," (importer, exporter), Bandera 172, Oficina 4, Casilla 176, Santiago. WTD 11/4/63.

Electronic navigational aids for fishing trawlers. Socoa S.A., Sociedad Comercial e Industrial, (importer, wholesaler), Agustinas 1350, Casilla 2116, Santiago. WTD 10/10/63.

Electronic navigational aids for fishing trawlers. Gerardo C. Westenenk M., (importer, wholesaler), Huerfanos 1044, Oficina 45, Casilla 3230, Santiago. WTD 5/22/63.

Electronic navigational aids for fishing trawlers. Morrison & Cia., S.A.C., (importer, wholesaler), Moneda 1481, Casilla 212, Santiago. WTD 9/13/63.

371 Motor Vehicles, Motor Vehicle Equipment

PAKISTAN—Automotive replacement parts for trucks, buses, cars, motorcycles and scooters. Dacca Auto Rickshaw Co., (importer, wholesaler, retailer, agent), 27 Jinnah Ave., Dacca-2.

373 Ship Building, Repairing

CHILE—Ship, boat, trawler, parts, components. V.D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

Fishing trawler shipyards. V.D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

Fishing trawler shipyards. Sociedad Sud-Americana de Importaciones y Exportaciones Ltda. "SUDMINEX," (agent, importer, exporter), Bandera 172, Oficina 4, Casilla 176, Santiago. WTD 11/4/63.

Fishing trawler shipyards: Gerardo C. Westenenk M., (agency, importer, exporter), Huerfanos 1044, Oficina 45, Casilla 3230, Santiago. WTD 11/4/63.

Fishing trawler parts, components. Gerardo C. Westenenk M., (importer, wholesaler), Huerfanos 1044, Oficina 45, Casilla 3230, Santiago. WTD 5/22/63.

Fishing trawler parts, components. Socoa S.A., Sociedad Comercial e Industrial, (importer, wholesaler), Agustinas 1350, Casilla 2116, Santiago. WTD 10/10/63.

Fishing trawler parts, components. Sociedad Sud-Americana de Importaciones y Exportaciones Ltda. "Sudminex," (importer, exporter), Bandera 172, Oficina 4, Casilla 176, Santiago. WTD 11/4/63.

Fishing trawler parts, components. Morrison & Cia. S.A.C., (importer, wholesaler), Moneda 1481, Casilla 212, Santiago. WTD 9/13/62.

374 Railroad Equipment

CHILE—Railroad transportation equipment hardware. V.D. Bullemore, (sales agent), 973 Moneda, Casilla 1689, Santiago. WTD 5/15/63.

Railway maintenance equipment. V.D. Bullemore, (sales agent), 973 Moneda, Casilla 1689, Santiago. WTD 5/15/63.

375 Motorcycles, Bicyles, Parts

PAKISTAN—Motorscooters. Dacca Auto Rickshaw Co., (importer wholesalers, retailer, agent), 27 Jinnah Ave., Dacca-2.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWITZERLAND—Electronic instruments for measuring, controlling, indicating. Konrad Vogel, (commission agent), Weidstrasse 11, Thalwil/ZH. WTD 11/7/63.

384 Surgical, Medical, Dental Instruments

CHILE—Dental supplies. Berthold Reich M., (importer, wholesaler), Suarez Mujica 1970, Casilla 10132, Santiago. WTD 10/18/63.

NORTHERN IRELAND—Hospital sterilizing, laboratory equipment: glove machines, glove testing equipment, anesthetic equipment, other related laboratory equipment. Everton Enginering Ltd., (engineers, manufacturer), Whitehouse, Newtownabbey, County Antrim. WTD 10/2/62.

386 Photographic Equipment

MEXICO—Used 16 mm. motion picture projectors, new spare parts, projection lamps. Salvador Sotomayor Canales, (importer), Wagner No. 16-A, Mexico, D.F. WTD 10/30/63.

Photographic articles of all types for amateur photographers. American Photo Supply Co., S.A., (importer, retailer), Apartado postal 105-Bis, Av. Madero No. 21, Mexico, D.F. WTD 9/24/63.

394 Toys, Sporting Goods

CHILE—Fishing tackle, equipment for use in fishing trawlers. Sociedad Sud-Americana de Importaciones y Exportaciones Ltda. "Sudminex," (importer, exporter), Bandera 172, Oficina 4, Casilla 176, Santiago. WTD 11/4/63.

Fishing tackle, equipment for use in commercial fishing trawlers. Socoa S.A., Sociedad Comercial e Industrial, (importer, wholesaler), Agustinas 1350, Casilla 2116, Santiago. WTD 10/10/63.

Fishing tackle, equipment for use in commercial fishing trawlers. Gerardo C. Westenenk M., (importer, wholesaler), Huerfanos 1044, Oficina 45, Casilla 3230, Santiago. WTD 5/22/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Atilio Roberto Focaccia, representing Distribuidora Suizo Argentina, Sociedad de Responsabilidad Ltda., Lavalle 1569, Buenos Aires, interested in licensing arrangements for the manufacture of **household articles and motorcycles**; also, contacting U. S. importers of **catgut, ladies' footwear, furs, leather articles, wine, meat, meat by-products** and requesting technical information for these products. Here for 1 month. c/o Gerardo Restaino, 91 Stone St., Newark, New Jersey. Itinerary: New York.

BELGIUM—Etienne Sepulchre, Jr., representing self, Le Point du Jour, Bierges-lez-Wavre, interested in contacting medium-sized **chemical manufacturing firms** desirous of appointing licensees in Western Europe or selling their products in Belgium. Here for three weeks. c/o Mr. Charles Glass, 353 W. 56th St., New York, N.Y. Itinerary: New York, Washington, Chicago, San Francisco.

Francois Zimmer and Paul Carlier, representing Bureau d'Etudes Industrielles Fernand Courtoy, 43 rue des Colonies, Brussels, interested in developing a **new process for bonding metals** of special interest to nuclear industries. Here for one week. c/o Hotel Taft, 7th Ave., 50-51 St., New York, N.Y. Itinerary: New York; Hawthorne, N.J.; West Concord, Mass.; Latrobe, Pa.; San Jose, Azusa, Calif.

ENGLAND—William Flavell, representing Yarsley Research Laboratories Ltd., Clayton Rd., Chessington, Surrey, consulting and research chemists, interested in contacting existing clients and acquainting potential new clients with the services offered by his firm; also, visiting 10th National Plastics Exposition, Chicago. Here for one week. c/o The Roosevelt Hotel, Madison Ave., New York, N.Y. Itinerary: New York, Chicago, possibly Philadelphia.

PAKISTAN—Abaidullah Sheikh, representing Pakistan Cycle Industrial Cooperative Society Ltd., 47 The Mall, Lahore, interested in **machine tools,** the cycle and motorcycle industries; also requesting technical information for aforementioned product and processes. Here for five weeks. c/o International Training Division, Agency for International Development, Department of State, Washington, D.C., 20523. Itinerary: Providence, R.I.; South Bend; Detroit; Cincinnati; Cleveland; Chicago; Dayton, Athol, Mass.; Flint; Dearborn.

SWEDEN—Dr. Lennart Arnborg, representing AB Hydroconsult, Uppsala, interested in observing **water pollution methods** and **equipment**; also requesting technical information. Here for one month. c/o Department of Geology & Geography, Louisiana State University, Baton Rouge, Louisiana. Itinerary: Baton Rouge; La Fayette, Ill.; Washington; New York.

TAIWAN—David T. H. Hsu, representing China Air Lines, Taipei International Airport, Taipei, interested in contacting **manufacturers of maintenance shop equipment for conventional aircrafts; airlines intending to phase out such equipment;** also, requesting technical information on manuals, parts catalogs, instructions of all such equipment. Here for two months. c/o Mr. C. C. Wang, U.S. Summit Corp., 120 Wall St., New York, N.Y. Itinerary: Los Angeles, San Francisco, Seattle, Miami, Chicago, Washington.

Bid deadline extended by UAR

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha Street, Garden City, Cairo, has announced the extension of the bid deadline on the tender for supply and erections of an animal and poultry feed plant from October 29 to December 15. (INTERNATIONAL COMMERCE, Oct. 7, pg. 22).

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO-75589).

Leads for Importers

149 Nonmetallic Minerals

HONDURAS—Geologist owning 600 "cubochon" cut and polished opals and many uncut opals which were discovered in the Department of Lempira wishes to go into partnership with U.S. importer of precious stones. Jean Paul Gagne, c/o Henry Arevalo, Edificio Banco Atlantida, Tegucigalpa.

204 Grain Mill Products

NETHERLAND ANTILLES—Cornmeal. L. H. Palacios N.V., P.O. box 59, Curacao. WTD 2/12/63.

207 Confectionery

GERMANY—Candy and other confectionery products. Agency. Josef Hartkorn & Sohn KG, Wallersheimerweg, Koblenz-Neuendorf. WTD 2/19/60.

209 Food Preparations

CHILE—Fish meal, fish oil. Socoa S.A., Sociedad Commercial e Industrial, Agustinas 1350, Casilla 2116, Santiago. WTD 10/10/63.

239 Fabricated Textile Products

FRANCE—Cotton tents, canvas. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de L'Avoine, Issoudum (Indre).

283 Drugs

UNITED ARAB REPUBLIC—Peppermint, spearmint leaves; aniseed, camomile flowers. Joseph J. Audiche, 11, Avenue el Horreya, Alexandria. Samples will be sent to U.S. inquirers upon request. WTD 10/27/63.

322 Glass, Glassware

GERMANY—Special glass for the manufacture of pH Glasselectrode membranes. Dr. W. Ingold K.G., 5-9 Broennerstrasse, 6 Frankfurt/Main. WTD 9/17/63.

355 Special Industry Machinery

SWEDEN—Hand-operated paper and cardboard cutting machines; direct. Ekdahlverken AB, Hovmantorp. For descriptive brochure

write to B.I.C, Rm. 6311, Department of Commerce, Washington, D.C., 20230.

356 General Industrial Machinery

GERMANY—Pumps, including diaphragm and sludge, for chemical liquids. Neuzeitliche Elektro- und Motorentechnik Gmbh, Schlossstr. 16, 54 Koblenz. WTD 5/25/61.

357 Office, Computing, Accounting Machines

ENGLAND—Newly developed telephone amplifier "Fonadek Globemaster", suitable for use on any known telephone in any part of the world. Utilizes printed circuits and is battery operated with one control only to regulate volume. Agency and direct purchase. Fonadek (Branson) Ltd., Vivian Rd., Birmingham 17. WTD 6/21/62.

399 Manufacturing Industries

INDIA—Manufacturer of Moghul art costume jewelry, including ladies' pendants with matching chains; embroidered velvet, suede fabrics, including suede shoe findings with gold and silver thread embroidery, seeks buyers in states of Arizona, California, Hawaii, Illinois, Michigan, New York. Pennsylvania Traders, P.O. box 4044, Bombay 7. WTD 8/9/63.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basis trade and industry data collected in making the compilations. All are dated October unless otherwise marked.

American Firms, Subsidiaries and Affiliates—Japan, September.
Automotive Product Manufacturers—Venezuela.
Automotive Vehicle and Equipment Importers and Dealers—Jamaica.
Beverage, Alcoholic Manufacturers—Philippines.
Boot and Shoe Manufacturers—Trinidad and Tobago.
Chemical Importers and Dealers—Tunisia.
Feedstuff Importers, Dealers and Manufacturers—Australia.
Fruit and Nut Importers, Dealers and Exporters—Mexico.
Furniture Importers and Dealers—Mexico.
Furniture Manufacturers—Venezuela.
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Iran, August.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Finland, September.
Petroleum Products Importers, Dealers, Producers and Refiners—Norway, November.
Photographic Supplies, Dealers and Photographers—Uruguay.
Rubber Goods Manufacturers—Israel.
Tanneries—Belgium.
Waste Paper and Rag Importers and Dealers—Malaya.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

AUSTRALIA—Construction bids will be called for a large, two-stage housing project involving two ten story buildings. The first stage, comprising approximately 500 bedrooms, also includes recreation rooms, reception offices, and dining areas. Further details may be obtained from Leith & Bartlett Pty., Ltd., 458 St. Kilda Rd., Melbourne, Australia.

COLOMBIA—Representatives of Colombia, Equador, Peru and Bolivia recently agreed to make a formal study of the feasibility of constructing a 3,800 mile highway from Puerto Carrenos, Columbia, to Corumba, cities on the headwaters of the Orinoco and Paraguai rivers, respectively.

Construction costs of the highway, which is designed to penetrate the formidable barriers of mountains and jungles which have effectively blocked the development of an integrated transportation system, are estimated to cost $216 million. Financing for the $200,000 preliminary study has been made available by the Inter-American Development Bank.

A commission with representatives from each country will be established to administer the projects, and it is with this body that funding agencies will deal when the time comes to arrange for construction loans. Each country will then repay the loan on a proportional basis. Agreements have been signed between the Government of Peru and the Governments of Ecuador and Bolivia for smaller projects. Peru and Ecuador have agreed to build bridges between the two countries on a 50-50 basis. A road from Ilo, Peru, a free port, to Sesaguadero, Bolivia, will be undertaken by these two countries.

IRELAND—200 room hotel in the center of Belfast is being planned at a cost estimate of $1,700,000. The plans provide for a department store on the ground floor and parking accommodations for forty cars. Further information may be obtained by writing to Mr. Frederick Catling, Royal Avenue Hotel, Belfast, Northern Ireland.

ITALY—The Italian State Highway Board (ANAS) has approved a project for a new highway to link Rome with the shores of the Adriatic. Work on the 100 km. (62 miles) long Rome-l'Aquila section is scheduled to begin early next year for completion by 1967. It will include two branch roads 4.3 and 17.6 km. long leading to Tivoli and Avezzano, a resort in the south.

Also approved were two roads, one a 165 km. (103 miles) highway linking Turin and Piacenza, which will enable motorists from Turin to by-pass Milan and join the Autostrade del Sole, 60 km. (37 miles) south of that city. The other highway approved is 87 km. (54 miles) long to link Piacenza and Brescia. It will ease the flow of commercial tourist traffic from Lake Garda and Venice to the center and south of the peninsula.

LIBYA—The Government of Libya has released publicly its five-year development plan. The plan is divided into eleven sections, with further broad breakdowns within planned, over-all expenditures. Specific projects or schemes are not listed beyond a general classification, for example: "Electric power Generating plants . . .8,162,000 (Libyian Pounds)"★

PAKISTAN—It is reported that tenders will be issued shortly for the construction of a 200 bed hospital estimated to cost approximately $1.1 million. The facility is intended to treat 150,000 people. Specification and conditions may be obtained from the Minister of Health, Labor and Social Welfare, Karachi, West Pakistan, or Sind Industrial Trading Estates, Sind, Karachi, West Pakistan.

SOUTH AFRICA—It is reported that tenders for the construction of the Orange River Project will be advertised internationally during the second half of 1964.

SCOTLAND—Plans have been approved by the Ministry of Aviation, Glasgow, Scotland, for the construction of a new airport at Abootsinch, in Rengrewshire, on the site of the present Royal Naval Air Station. It is expected that the airport, which is to be operational in 1966, will cost $12 million to construct. Contracts already have been let for piling. Contracts for the terminal buildings will be awarded early next year. The airport will be capable of handling all planes now being flown. Further information is available from the Ministry.

SPAIN—As a result of a World Bank loan, the Spanish Government is planning to improve 460 miles of roads in the Madrid-Barcelona-Alicante triangle. Furthermore, a 6.3 mile freeway with four to six lanes is projected between Palma and the airport on the island of Mallorca. The present road passes through small villages and is heavily congested. A third road project, a fifteen mile road between Oviedo and Figaredo, is also being planned. The road is part of the trunk road running south from Oviedo to Madrid, but is also important to traffic between Oviedo and Mieres, the center of coal mining and the site of a steel plant. This new road will bypass congested areas and will replace a narrow, winding road through the mountains. Further information on these road projects may be obtained from the Ministerio de Obras Publicas, Direccion de Vialidad, Avenida del Generalisimo, Madrid, Spain.

Time given by UAR for synthetic resin plant bid

The General Organization for Executing the Five Year Industrial Plan, 6 Kahil St., Garden City, Cairo, has announced that the bid deadline for the synthetic resin plant has been extended from November 10 to January 11, 1964 (INTERNATIONAL COMMERCE—9/16/63, pg. 23).

The given capacity of the plant is 18 tons per day (24 hrs.) of unreaformaldehyde and/or phenol formaldehyde on a dry basis equivalent to 5,940 tons per year of 330 working-days. Three production lines are preferred.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington D.C., 20230. (Telephone: 202-WO 7-5589).

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701937/20

Calendar
for international traders

November

25—Michiana World Trade Club Meeting. Adams and Westlake Company, **Elkhart, Ind.**

25—Monthly meeting of Southern Illinois Incorporated at Engels Restaurant, **Carbondale, Ill.** "E" Award ceremonies sponsored by St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

25—Fifth Annual Columbia Basin Export-Import Conference, **Portland, Oregon.** Speaker, Eugene M. Braderman, Deputy Assistant Secretary for International Commerce.

26—Portland Rotary Club Luncheon, **Portland, Oregon.** Speaker, Eugene M. Braderman, Deputy Assistant Secretary for International Commerce.

26—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.**

December

3—Monroe Conference on Exports, Northeast Louisiana State College, **Monroe, La.** Sponsored by: Northeast Louisiana State College, Regional Export Expansion Council, Monroe Chamber of Commerce, Small Business Administration, New Orleans Field Office, U.S. Department of Commerce.

3-4—Executives Seminar on Doing Business in France. College of Commerce, DePaul Univ., **Chicago, Ill.**

5—Mid-America Conference on the European Common Market. St. Louis University, **St. Louis, Mo.** Sponsors: Metropolitan College of St. Louis University and the St. Louis Regional Export Expansion Council.

11—Monthly Meeting of the International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speakers: Carl M. Blumenschein, Container Corp. of America, and Phillip Hull, Parker Pen Company.

18—Lafayette Conference on Exports, University of Southwestern Louisiana, **Lafayette, Louisana.** Sponsored by: University of Southwestern Louisiana; Regional Export Expansion Council, Greater Lafayette Chamber of Commerce; Small Business Administration; New Orleans Field Office, U.S. Department of Commerce.

Department of Commerce Field Offices

Albuquerque, N. Mex., 87101, Courthouse. Phone: 247-0311, ext. 2386

Anchorage, Alaska, 99501, Rm. 306, Loussac-Sogn Bldg., 5th and D Sts. Phone: BRoadway 2-9611

Atlanta, Ga., 30303, 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000

Birmingham, Ala., 35203, Title Building, 2030 Third Ave., N. Phone: 323-8011

Boston, Mass., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312

Buffalo, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216

Charleston, S.C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551

Cheyenne, Wyo., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

Chicago, Ill., 60606, Room 1302, 226 West Jackson Blvd. Phone 828-4400

Cincinnati, Ohio, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944

Cleveland, Ohio, 44101, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900

Dallas, Tex., 75201, Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 9-3287

Denver, Colo., 80202, 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598

Detroit, Mich., 48226, 438 Federal Building. Phone: 226-6088

Greensboro, N.C., 27402, Room 407 U.S. Post Office Bldg. Phone: 273-8234

Hartford, Conn., 06103, 18 Asylum St. Phone: 244-3530

Honolulu, Hawaii, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464

Houston, Tex., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611

Jacksonville, Fla., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111

Kansas City, Mo., 64106, Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000

Los Angeles, Calif., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830, ext. 1261

Memphis, Tenn., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214

Miami, Fla., 33132, 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581

Milwaukee, Wis., 53203, 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473

Minneapolis, Minn., 55401, Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133

New Orleans, La., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546, ext. 6547

New York, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377

Philadelphia, Pa., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591

Phoenix, Ariz., 85025, New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285

Pittsburgh, Pa., 15222, 1030 Park Bldg., 335 Fifth Ave. Phone: 471-0800

Portland, Oreg., 97204, 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421

Reno, Nev., 89502, 1479 Wells Ave. Phone: FAirview 2-7133

Richmond, Va., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611

St. Louis, Mo., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243

Salt Lake City, Utah, 84101, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341

San Francisco, Calif., 94011, Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111

Santurce, P.R., 00907, 605 Condado Ave. Room 628, Phone: 723-4640

Savannah, Ga., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755

Seattle, Wash., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: Mutual 2-3300, ext. 492

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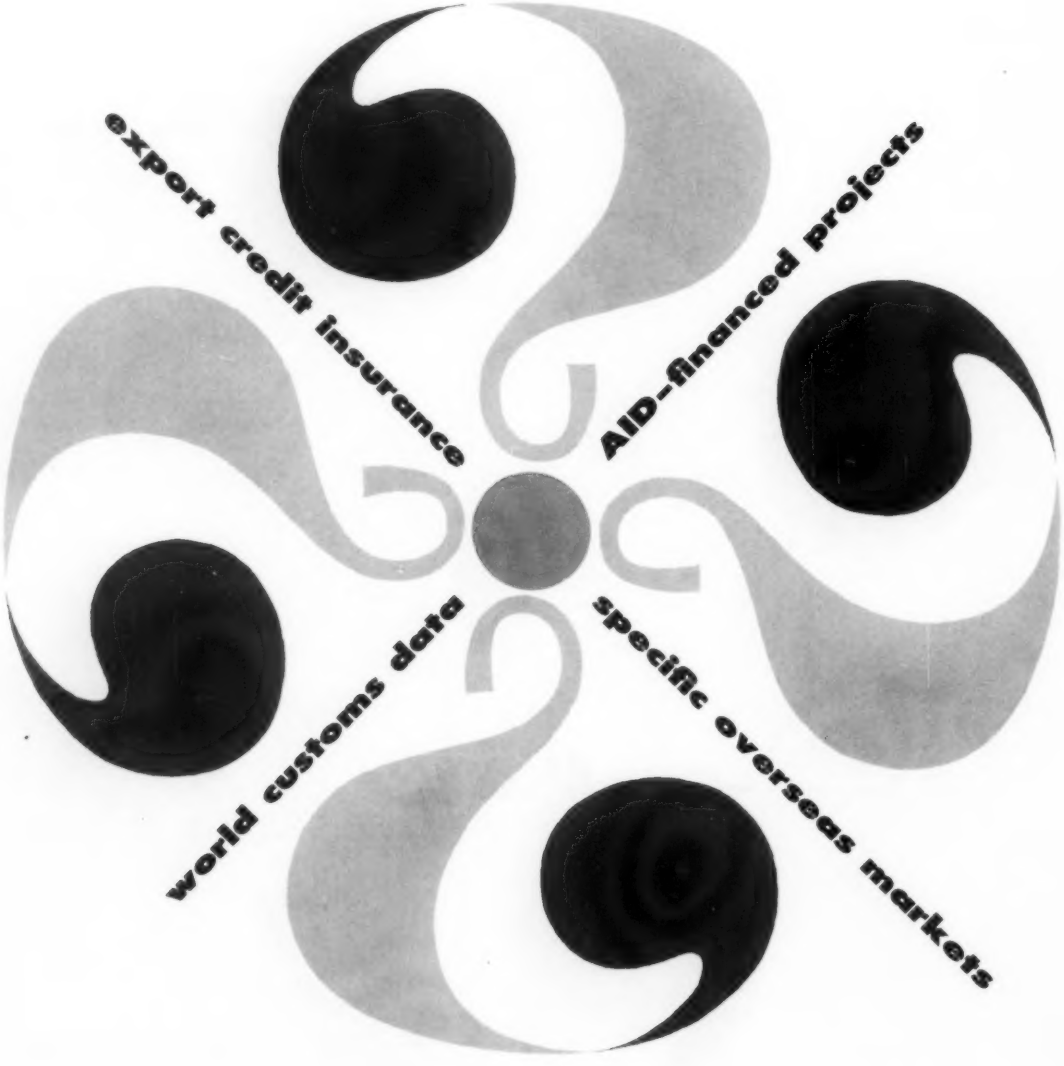

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